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SOAP

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for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers,
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SOAP

The Editor's Page

Volume Four
Number Nine

The Tariff

THE new tariff rates on oils and fats as reported out of committee appear to be quite generally satisfactory from the angle of American soap interests. The proposed blanket duties of 45 per cent on all imported oils and fats were killed. Coconut oil and copra from the Philippine Islands are to continue free of duty and other coconut oil is to carry two cents per pound as heretofore. Palm oil, denatured palm kernel oil, inedible olive oil and olive foots are on the free list. The duty on soya bean oil has been doubled to five cents per pound. The linseed oil rate is placed higher at 4.16 cents. Whale oil continues to carry a rate of six cents per gallon. Glycerin rates remain unchanged.

The changes in rates in the oil and fat schedules were very few. In fact, the rates as a group are about the same as those which have been in effect since the passage of the Fordney-McCumber Tariff Act in 1922. If the new schedule is adopted by Congress without material change, the soap industry should be well satisfied. To those men who led the successful fight in Washington to kill off the sharply increased duties, the industry owes a vote of thanks. Without their constant efforts and skillful handling of the situation, the present outlook for the soap manufacturer might have been very dark. Although the new tariff rates are not yet law, the chances of the new oil rates being adopted as reported appear fairly certain.

Distribution

THE incomplete retail distribution of some nationally advertised soap products is really startling. We have known for quite a time that some soap companies, who are advertising nationally on a large scale, have not been getting their goods into all the stores, but we did not realize that it would be possible to visit ten grocery stores in a vain effort to locate a well-known soap product. This, however, is exactly what happened. A representative of SOAP in order to secure a certain soap product for editorial use, called at ten grocery stores

in the heart of New York City and each dealer announced that he did not have the item in stock. The eleventh store had it. Various and sundry reasons were given for failure to carry the product, but the fact remains that it was not on hand and something else was offered in its stead.

In the area where the purchase was attempted, the product in question has been advertised extensively for some time past. All told, perhaps two or three hundred thousand dollars have been spent in advertising it during the past year. Magazine space, car cards, newspaper space, window displays have been used extensively. House-to-house sampling has been carried on in a number of cities which we know of and perhaps in many others which we do not know about. In short, everything has been done to create the demand and to bring the buyers into the stores to purchase.

This particular case may be only a freak in distribution. If two or three stores did not have the product, and the fourth and fifth had it, the explanation might be easier. As it actually happened, however, the evidence of just ordinary faulty distribution is very strong. And it is very difficult to understand. Thousands upon thousands poured out to create a demand and a half-done job in filling the demand after it is created! Competition is entirely too keen today to leave a single stone unturned in putting through the sale to completion. The case in question is only one of many. Some get their goods on the shelves but they never move any further. Others apparently do not even get their goods as far as the dealers' shelves. Both goods on the dealers' shelves and the consumer demand are a necessary attribute to ready and repeated sales. One without the other is useless. Both go to make for successful distribution. Some soap houses evidently do not appreciate this fact.

Only about 10% of the people in India use dental preparations, but so large is the population, totaling 320,000,000, that the imports reach quite substantial figures. India was the second largest buyer of U. S. dental products in 1927, with purchases totaling \$334,000 in

value. Department of Commerce believes that the market can be expanded considerably by judicious advertising.

Priority of Trade Names

RECENT rulings on applications for registration of trade names by the United States Patent Office carry great significance to the manufacturer who would record the name of his new product in Washington. If a broad interpretation can be placed on the decisions rendered in the *Silk-Life Soap* case and in the *Lux-Gro* case, the natural conclusion to draw is that the Patent Office will go a long way to protect priority in an established name, especially where huge sums of money have been spent to popularize the name. Even though a conflicting name may not be intended for the same or even a similar product as the original name, the chance of confusion on the part of the public is evidently assumed to be great and the Patent Office has usually acted accordingly.

The attitude of the Patent Office in these two cases involving soap products should be gratifying to manufacturers who have spent many thousands of dollars in popularizing their trade names. Whether the conflicting products are the same or different does not, in our opinion, make a particle of difference. Where there is a similarity of name, there is always a possibility of confusion in the public mind. It is reasonable to believe if the names are similar that the products, although distinctly different, might be made by the same firm. This in itself is very liable to react unfavorably on one product or the other. Logically it might lead the consumer to assume that the quality of the original article is also present in the new product, an implication of high quality which might or might not be true.

The importance of these two trade name cases warrants further study by manufacturers who are planning the selection of names for new products. The rulings and attitude of the Patent Office are significant. We have accordingly arranged with Waldon Fawcett to prepare for the June issue of *SOAP* a somewhat detailed discussion of the decisions with a view to guiding those manufacturers who are searching about for new trade names.

Soap in the Schools

THE largest city in the United States with over a million school children has never supplied soap to these children so that they might keep clean during the school day. Although all sorts of health talks and instruction in hygiene are given regularly as part of the school curricula, the practice of cleanliness

is more theoretical than real. Several months ago, *SOAP* commented editorially on this same subject, pointing out that not only New York but other cities of the country are sadly in need of having this condition brought to their attention in a rather forceful manner.

In New York, one of the Hearst papers, which apparently specialize in stirring things up, has undertaken through the medium of a series of rather spectacular articles to have soap put in the public schools of the city. The *New York American* points out that May 1 was Health Day by proclamation of President Hoover, and then proceeds to tell of the dirty condition of many of the school children, dirt acquired during school hours which must remain because of lack of facilities to remove it. It ridicules the teaching of cleanliness as prescribed in the curriculum; it quotes the Academy of Medicine to prove that free soap and towels are necessary in the schools. Altogether, it makes out a very strong case in favor of regular soap supplies.

From the angle of the soap industry, free soap in public schools is one more outlet for the sale of soap. However, it is more than just this; it is teaching children habits which they will probably carry through life; it is laying the foundation for greater cleanliness and a future increase in soap consumption. From a purely selfish angle, it is good business for the soap industry. Hence, everything which can be done to encourage the installation of soap, towels, and washing facilities in public schools throughout the country is not only a public service, it is a service which will pay future dividends.

The time is coming when soap and towel supplies will be in every school lavatory. Their use will be encouraged, will be mandatory, rather than discouraged. This time will come just as soon as the public demands it and when the voice of the demand is encouraged sufficiently to be heard all over the country.

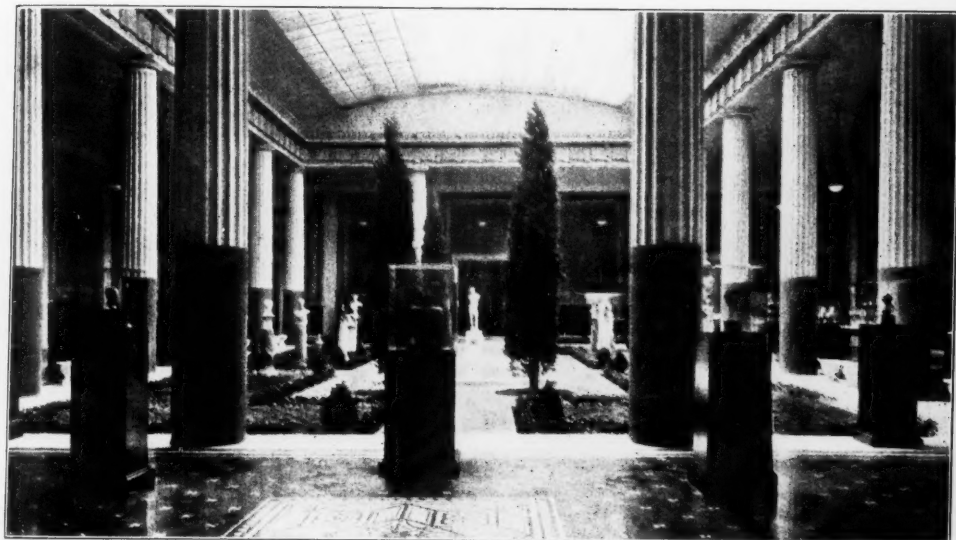
United States soap manufacturers are competing strenuously for the Indian soap market, according to *The Perfumery and Essential Oil Record*, and are rapidly gaining a great deal of the trade in the more expensive varieties of soap.

Spain exported 5,250,376 lbs. of olive oil during January, 1929, an enormous decrease as compared with January, 1928, in which month exports of 34,769,007 lbs. were reported. Stocks of oil in Spain at the end of January were estimated at about 606,265,000 lbs. by the Federation of Exporters of Olive Oil.

Back Through the Ages in SOAP MANUFACTURE

(PART I)

By F. Y. SPENCER



A Roman Bath Reproduced at the Metropolitan Museum of Art, New York

THOUGH soap has been in existence for twenty-five centuries, the history of its origin and development as a commercial product has found scant space in the chronicles of the ages. The very name of the discoverer of soap is in obscurity. Were it known, it would deserve mention with the name of the beneficent scientists of all times, for few commodities have so consistently contributed to the health, happiness and well-being of the civilized world as the seemingly prosaic cake of soap.

One writer credits the origin of soap to the Phoenicians, those adventurous pioneers of commerce who sent ships from the north coast of Africa into the uncharted seas. It is said that these people were the first to make soap as a commercial product, in the year 600 B.C. As their ships sought the undeveloped trade marts on the shores of the Mediterranean,

Atlantic and the North Seas, soap no doubt became an article of barter between themselves and some of the less civilized people of Southern Europe, among who were the Gauls. Whether the Gauls acquired their knowledge of soap from the Phoenicians or whether it was an independent discovery is a point upon which authorities differ. At any rate, soap was known as a commercial article among the Gauls as early as 400 B.C.

The Romans, quick to acquire and adapt to their own uses anything that contributed to their personal comfort, readily learned the manufacture of soap from the Gauls, whom they had conquered. It is to them that we owe our first real knowledge of the materials, utensils and processes used in its manufacture. Remains of an establishment for the manufacture of soap are to be found today in the excavated ruins of Pompeii in Italy where they

have been buried beneath volcanic lava for twenty centuries. Here are to be seen the furnaces, implements, kettles, the molds hewn from stone, and the furnaces with which the soap was boiled.

On the very day that the forces of Nature engulfed the city of Pompeii in a sea of molten rock, soap was in the process of manufacture. Bars of soap which have undergone very little chemical change have been discovered in their original molds, just as the workmen of this early age left them. Unexposed to the action of air and water there is no telling how much longer the soap would have retained its original form—perhaps forever.

An account of the Romans and their relation to the dissemination of the knowledge of bodily cleanliness would be incomplete without the brief description of the Roman mode of living and the very considerable part the bath played in the daily life of the average Roman. Before the wanton decadence of Rome as a world power, no nation was so well founded on the three rocks of bodily, mental and moral cleanliness. It was in Rome that daily ablutions were first required of the common soldiers and that garments were made with the distinct idea of being washable.

The Romans paid such profound attention to the care of the person that the bath became a thing which was woven into the social and political fabric of the Empire. No man of means of prominence but had a private bath built at tremendous expense and nearly every Roman city provided public bath houses for the use of the common people. The bath of the time was something very different from the bath of today. Whole buildings and groups of buildings were devoted to the pleasures of cleanliness and countless attendants waited upon the Roman nobles during the several hours of the day which they devoted to the attention of their bodily well-being.

The Roman Bath

IN the first, second and third centuries, as we know them, the development of public baths in the city of Rome and in the Roman Empire had reached a high stage. Perhaps the best known of these are the baths of Agrippa, built in 21 B.C. The baths of Nero dating from 65 A.D., Caracalla 217 A.D., and last but not least, the famous bath of Diocletian, which dates from the year 303 A.D. Many of those baths, notably that of Caracalla and Diocletian, are still in a fair state of preservation and have been restored by Archeologists to much of their original form.

The bath of Diocletian is perhaps the best

example of the 300 public and private baths which existed in Rome and its environs at that time. It covered the enormous space of nearly 160 acres, and within its confines were a library, a gymnasium, gardens, lecture rooms and a complete stadium for the use of the young Roman athletes. The bath proper consisted of a disrobing room in which the bathers, with the assistance of the attendants, removed their clothing. An anointing room, where slaves called alipate massaged the bodies of the bathers with scented oils. A curious implement, called a stirgil, was next used to remove the surplus oil. These stirgils of various forms were of ivory and often studded with precious stones according to the users position and wealth. The stirgils of the better class were left with the attendants at the bath, but the poorer class were obliged to bring their own. These were usually made from wood.

From the anointing room, the bather passed into a cool room in which there was a large swimming pool, that of the bath of Diocletian measuring 200 feet in length by 60 feet in breadth. Emerging from the cold bath, the Roman passed into a moderately heated rest room and next into a warmer room preparatory to taking what we now know as a turkish bath. The hot room was built directly over a furnace and was fitted with copper kettles of warm water from which the bathers sprinkled themselves for the purpose of inducing perspiration. The hot room was circular in form with doors opening out into smaller individual bath rooms. A fair example of a room of this sort is to be found in the ruins of a bath at Pisa, Italy. The hot room usually had an open furnace or fireplace at each end, the heat being regulated by the raising or lowering of metal doors.

The heating arrangements and water supply for these baths, such as that of Caracalla, were indeed ingenious. Pure water from the hills was conveyed to the baths by means of marble aqueducts and flowed by force of gravity through the different receptacles into the bath rooms with the exception of the copper kettles before mentioned, and into the swimming pool. These receptacles or baths were usually in the form of carved stone troughs against one of the outer walls of the building. There were two sets of them, one for the use of the bathers and the other merely a source of surplus water supply. There was no wastage of water. Entering into the building cold, it passed from one main bath to another supplying all the individual baths which were gradually heated to nearly a boiling point where it reached the hot room. Heat was conducted from one room to another by copper pipes in

very much the same system upon which a modern American furnace operates.

The approaches of the building of the bath were often lined on either side by groves of trees. In the bath of Caracalla huge sculptured archway led into the portico of the bath proper. In the Diocletian, the swimming pool was beautiful—on either side were priceless statuary from the hands of the sculptors Phidias and Praxiteles. The walls were inlaid with exquisitely colored mosaics and fountains played at intervals along the walls. Immediately preceding the garden was a colonade much frequented by men of learning. Here art, literature, politics and all of the topics common to the thinkers of the time were earnestly discussed. From the colonade pathways of hewn marble led into the gardens which encircled a stadium for the use of the youth of Rome. Foot races, boxing and an ancient form of ball, wrestling and other games destined to give them strength and vigour were practiced here.

Some idea of the size of the rooms in the more pretentious baths may be gained from the information that the hot room in the bath of Diocletian which was later converted into a church, had in its original form accommodation for 3,200 bathers at one time. The smaller and less ornate bath of Caracalla made provision for 1,600 people. It is rather interesting to note that some of the seemingly new medical practices in connection with the bath, had their origin nearly twenty centuries ago. Osteopathy, hydropathy and surgical massage, were practiced almost in the same form as they are today by the aliptae or "slave of the bath". With the downfall of Rome and the removal of its seat of government to Constantinople, which was then known as the Eastern Empire, the knowledge of the Roman Bath was conveyed to the Arabs who took the custom into Northern Africa and Spain. In the early days, Spain, like all countries which had fallen under Roman rule, was one of the first producers of soap as a commercial product. Thus it will be seen what a tremendous early influence Rome had upon the world in the matter of personal cleanliness.

Disuse of Soap in the Dark Ages

THE decadence of Rome as a world power and the later removal of Roman customs to Constantinople, where people of Roman extraction founded what was then known as the Eastern Empire, saw the temporary decline of soap as a commercial product. Then, as now, habits of thought had greatly influenced modes of living and the inroads of un-

cultured and untutored barbarians from the north of Europe had utterly changed the aspect of the Italian Peninsula. These people had little use for the personal niceties for which higher states of civilization are always responsible. Theirs was essentially an outdoor life,—a life of action, not of ease or luxuriousness. The measure of a man in their minds was his physical prowess or military skill. One historian has aptly named the period in which they ruled preeminent in Europe as the "Age of Brawn".

Clothing and cleanliness always have been and always will be directly related. The habiliments of the barbarians of the North consisted chiefly of crudely tanned skins of animals of the chase. Pictorial reproductions of the clothing of the time show that there was little fashion in their garments. In this respect, each individual seemed more a protection from the elements and from nakedness than a matter of personal adornment.

Living as they did in the open, accustomed to the severities of a cold climate, which weeded out by natural selection all physical weaklings, the matter of personal health or well-being bothered these people very little. A Hun or Goth of the time did not regard it as a hardship to ford a stream in midwinter or to take an involuntary bath in its icy waters. Theirs was a life of physical action, totally unlike the sedentary life led by the Roman nobles who depended upon their slaves and servants to a degree which is now almost unbelievable.

The baths of Rome and of Southern Italy fell into disuse, either through lack of interest on the part of the barbarians or through scorn of things which to them must have seemed effeminate. Thus from the date of the invasion of Rome until the early part of the fifteenth century, soap as an article of common use had been lost to the world through the neglect of the barbarians. The recrudescence of civilization gradually brought back with it the old customs as they had been known during the Roman era.

Rebirth of Soap in Savona

WHETHER soap was rediscovered at a later date or whether the formulas and processes of manufacture had been preserved and handed down from generation to generation is a matter of pure conjecture. At any rate, the scene of its rebirth was in the ancient Italian city of Savona. Soap itself owes its name to this city. Soap—savon, jabon, seife, etc., being different adaptations of the word "Savona".

(Continued on page 119)

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Say you saw it in SOAP!

Deviations from Practice in BOILING WHITE SOAP

(Continued from April Issue)

By CHARLES F. SCHUMAKER



THE following continuous wash system cannot be used on a white soap unless the rest of the process previously described is used in detail. The older methods of boiling soap, appear to depend too much upon the washing out of impurities along with the glycerin to be used in conjunction with the continuous washing system which aims to wash out glycerin only. If the described process is followed, a careful cost record will probably show considerable saving in boiling a white soap over the other methods and the product produced must be judged upon its merits. The continuous wash system is adapted to be worked directly in conjunction with present practice in the manufacture of laundry soaps and the like. Furthermore, the previously described procedures in white soap manufacture can obviously still be worked in conjunction with standard washing operations. The continuous wash system is presented here from mathematical considerations alone with the aim of stimulating interest in the savings which appear very possible.

This process contemplates the complete washing of a kettle of soap down to one half of one percent glycerin in seven hours with a wash lye ratio of 2.3 to 2.5. Consider kettles k-1, k-2, k-3. Kettle k-1 is a storage tank for glycerin lyes. Kettle k-2 is a soap kettle containing 135,000 pounds of kettle soap at 63% fatty acids, 9,000 pounds of liberated glycerin from the just previously completed killing change, and 35,000 pounds of weak lye. Kettle k-3 is a tank containing boiling hot 12 degrees baume salt brine.

The process is as follows: The 12 degree baume salt brine from k-3 is pumped into k-2 at the rate of 500 pounds per minute and with the contents of k-2 kept practically uniform by agitation 500 pounds per minute of the continuously separating weak lye is pumped

from the bottom of k-2 into k-1. This process is continued for seven hours at the end of which time the kettle is tested for glycerin. If the mixing of the wash liquid with the soap has been uniform, at this time the kettle will test less than one half of one percent glycerin. It is ready then for the next operation.

To emphasize the mathematical foundation upon which the above designated figures rest, proceed with the solution of the following problem: If the contents of the kettle are kept uniform by agitation, what are: 1—The pounds of glycerin left in the kettle at the end of seven hours? 2—The pounds of glycerin in the wash lye? 3—The percent of glycerin left in the kettle soap? 4—The percent of glycerin in the wash lye? 5—The wash lye ratio? 6—The washing efficiency?

SOLUTION: As the described process is one requiring the final effect of a continuous variable, it may be represented by a differential equation of the first order, and integral of this equation between the proper limits will give the desired finite solution to the problem.

Let c equal the concentration of the glycerin in the soap kettle at any time t . Then the rate of change of glycerin concentration with respect to the time, for constant rates of flow, is directly proportional to the concentration of the glycerin. This is represented in the form of a differential equation by: (1)

$\frac{Dc}{Dt}$

$= -KC$. The integral of this equation may be written in the three point form

$$c_t = c_0 e^{-kt}$$

where c_t is the pounds of glycerin in the soap kettle at any time t , c_0 is the initial concentration of the glycerin, e the base of the natural logarithm system, k is a constant, and t is the time.

The value of k is determined from equation (1) as follows: $\frac{Dc}{Dt}$ at the start of the washing operation equals 9000 times 500 di-

vided by 75,000; 75,000 being the total water in the kettle as kettle soap and weak lye in which the glycerin is dissolved. This value of D_c over D_t is equal to K_c where c is equal to 9000. Solving for k , we find k is equal to 5 over 750. Therefore when t equals 420 minutes (seven hours):

$$c_t = c_0 e^{-kt}$$

$$c_t = 9000 e^{-\frac{210}{75}}$$

$$C_t = \frac{9000}{e^{2.8}}$$

$$\frac{9000}{16.5} = 545 \text{ pounds glycerin left in the kettle.}$$

The answers to our problem are therefore:

1—Pounds of glycerin left in kettle; 545 pounds.

2—Pounds of glycerin in the wash lye; 9000 — 545 or 8455 pounds.

3—Percent of glycerin left in kettle soap; 545 divided by 135,000 or 0.4%.

4—Percent of glycerin in wash lye; 8455 divided by 210,000 or 4.02%.

5—The wash lye ratio; 210,000 divided by 90,000 or 2.33.

6—The washing efficiency; % glycerin removed times 2 divided by the wash lye ratio equals 81%.

Note: That some plants may want to use 1.8 as a constant instead of 2 in computing the washing efficiency since it is possible by very careful working but at added expense to wash soap free of glycerin with a wash lye ratio of 1.8, but as a wash lye ratio of 2 represents less washing labor and more economical washing, it is used here for that reason.

BY referring to the integrated three point form of the washing equation, it will be observed that, increasing the total water in the kettle, decreases the value of k and therefore increases the total amount of washing necessary in any given case. Hence it is desirable to keep the value of k as high as possible by holding the total amount of water in the kettle at the minimum point which will give satisfactory washing effects. In contrast to standard practice, therefore, this means that in the continuous wash system, as above described, the firmer the curd on the soap being washed, the more efficient will this washing process be.

The mathematical hypothesis of this process states that the mixture in the soap kettle must be kept uniform by agitation. Therefore

in order to get sufficient mixing of the ingredients in the kettle during the washing operation, it will probably be necessary to resort to mechanical agitation along with the regular amount of agitation produced by slow boiling of the kettle. One suggested method of accomplishing this, is to provide the regular soap kettle with a large helical screw working inside a loosely fitting cylinder open at both ends. As this device "turns the soap over," the freely exposed portions thereof are exposed to the immediate action of the wash liquid. In any particular case, the mathematical wash lye ratio divided by the wash lye ratio obtained in actual practice will represent the mixing efficiency of the method used.

To control the rate of flow of the washing liquid, it will probably be necessary to equip the in and out wash lines on the kettle with pitot tube flow gages, which for the sake of convenience should be located side by side and close to the valves on the lines.

Probably one objection which will be raised against such a radical departure from standard washing operations on soap will be that the proposed method will tend to carry over more soap to the untreated glycerin lye storage tanks than methods used heretofore. This is a logical objection, but it must be remembered that during this washing operation, the soap is by hypothesis on a stiff curd and therefore the writer is at loss to see, in view of the low rate of flow of liquid through the kettle adopted, just how a great deal excess soap is going to be carried over in the wash lye.

IN case trouble is experienced from soap being carried over in the wash lye by this or any other washing method, the difficulty may be met by simply neutralizing the excess alkali in the lye while it is in the untreated glycerin lye storage tank. The reason for this is not quite obvious so perhaps a word of explanation is necessary. As we all know, soap is a colloid and the soap dissolved in any soap lye is more or less in colloidal solution. Now one of the fundamental laws of colloidal solutions states that the rate of precipitation of a colloid from its solution is a maximum when the solution is at its isoelectric point and is also 6 normal with some inorganic salt. Soap which is usually carried in the soap lye has in the colloidal state received a negative charge from the hydroxyl ions present in the alkaline solution. Therefore, if we remove the dispersing agent from the colloidal solution (in this case by neutralization), the particles will coalesce and precipitate out of solution. Therefore by making the soap lye-neutral (exactly by using acid and bromthymol blue as an in-

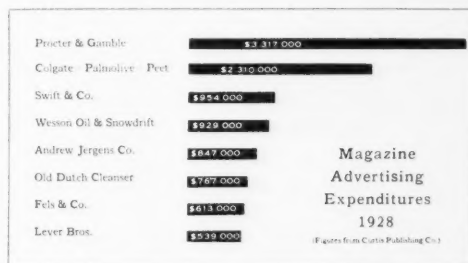
indicator, we place the colloidal solution of soap at its isoelectric point and in the presence of the salt already in the lye, the soap is precipitated almost completely. Rising to the surface, it may be skimmed off or the lye may be withdrawn from beneath the floating soap without any skimming operation. If this treatment is followed on all glycerine lyes, it will be found necessary to use only one third to one half the usual amount of sulfate of aluminum required and, of course, the recovered soap will represent a substantial saving over the older methods of handling weak soap lyes.

Probably it will be remembered that at the beginning of this article it was proposed to eliminate nigras from white soap boiling. In order to achieve this result, the finishing operation on the kettle must be conducted carefully. At the end of the washing operation, the kettle is allowed to stand over night to settle out any excess lye, as the success of the finish depends upon having the salt and free caustic in the kettle as low as possible. For this reason also and because it is not necessary, as all of the stock is completely saponified, the strengthening change is omitted. When all of the excess lye has been removed from the kettle soap, the kettle is boiled up with sufficient water to give a kettle soap testing 58 to 61% fatty acids. By careful boiling of the kettle at this point, a good soap boiler can now put a candy finish on the soap. A candy finish is one in which no nigre separates due to the low percentage of caustic and salt in the finished soap. After standing for a short period (3 to 4 hours), the kettle is then ready for use.

THERE is an increasing tendency among white soap manufacturers at the present time, to resort to the use of neutralizing colors on the finishing change of a kettle of soap to mask the more predominant ones which may be present at the time. There are bound to arise certain occasions in white soap making where use of a color is distinctly beneficial and this is especially true in the case of chlorophyll. Chlorophyll is a vegetable compound which possesses besides its neutralizing effect on the red present in a finished white soap, a preservative action in preventing rancidity by its reducing power. Its use in moderate quantities on the finish of a kettle of white soap is distinctly advantageous for these reasons. It is a strong coloring agent, however, and must be used with caution. The following suggested procedure indicates the method of use which is least liable to give a permanent green cast to the finished soap.

Just before the kettle of soap is put on a candy finish, a pan sample is taken and the

liberated fatty acids from a known weight of soap are titrated with a one to one thousand solution of chlorophyll dissolved in white mineral oil, until a minimum red color reading is obtained on a five and one quarter inch column Lavibond color scale. By direct proportion then, the indicated quantity of chlorophyll is added to the kettle of soap and boiled into it. Probably it would be advisable to add this chlorophyll dissolved in 2 or 3 gallons of 5% caustic solution or dissolved in a similar quantity of white mineral oil. This will help in giving a smooth white color to the finished soap.



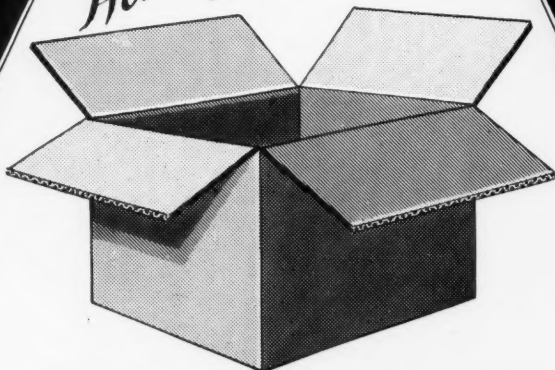
In the April issue of SOAP, it was stated that Colgate-Palmolive-Peet Co. was the largest magazine advertiser in 1928. This was an error. Procter & Gamble Co. was the largest advertiser as shown by the accompanying chart published in *Moonbeams* for April.

Procter & Gamble Co. have been continuously advertising in the *Saturday Evening Post* for a longer period than any other firm, according to figures recently released by that publication. They have been using space for 45 years. Other soap manufacturers, who have been long time space buyers, include Armour & Co., 39 years; Packer Mfg. Co., 36 years; Colgate-Palmolive-Peet Co., 35 years; Mennen Co., 34 years; Cudahy Packing Co., 31 years; Swift & Co., 31 years; J. B. Williams Co., 29 years and Bon Ami Co., 27 years.

Alladin Products Co. has been refused the right to register the trade-mark "Joro" for soap in cake form for shampoos, in view of the prior adoption and use of the word "Poro" for toilet preparations and shampoos by Poro College. "Poro" is sold almost exclusively to colored people, and the Commission believed that buyers would be confused and might accept "Joro" as a result of similarity in the sound of the names.

GIBRALTAR

*Scientifically
Designed
and
Honestly Constructed*



CORRUGATED CONTAINERS

ALL the care spent in the fabrication of your company's product can be set at naught in that brief interval from the time you send the shipment on its way until your customer unpacks the goods. That's when you need the extra assurance that you get something of scientific design—an honest construction of GIBRALTAR CORRUGATED CONTAINER —

the assurance that your product will reach its destination in the proper condition.

You can't go along with every consignment, but you can make sure that your shipment will have the very best protection that modern package experts and container builders can devise.

Let us show you, without obligation, how GIBRALTAR service can help you.

GIBRALTAR CORRUGATED PAPER CO., Inc.
NORTH BERGEN - - - NEW JERSEY

Say you saw it in SOAP!

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PACKAGE STYLE

What Is Its Sales Value?

By HELEN CORNELIUS*

Associate Editor, Harper's Bazar



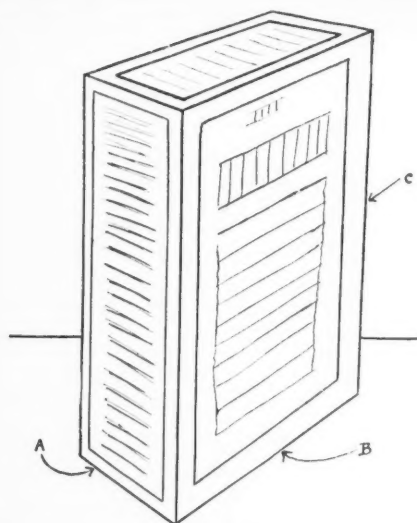
PUTTING style into the package does not necessarily mean covering that package with queer angles and blatant color combinations that have no meaning. That is no more modern art or style than it is good taste. Mr. Bach of the Metropolitan Museum of Art has said that "whether you build a pyramid or whether you make a silver cream pitcher, the principles of design are the same. Design is the first appeal, the last appeal the thing that

makes the purchaser part with just a few more cents . . . design might be considered almost above everything else in the product you are turning out!" It takes one who is honest and sincere in his interpretations to make that design style-right as well as color and line right. And, with Richard Bach, I say, "Look to the artist." Use him as France does for everything she makes. Give him a chance. Let him study the manufacturing of your product so that he may imbibe some of the spirit back of it before he attempts to design a package, a "frame" for it. Again may I quote Mr.



Here Are Packages Used by the Soap Industry for a Few Well Known Products.
Which Have the Greatest Sales Appeal?

*Before American Manufacturers of Toilet Articles. Apr., 1929



What Proportions for Soap Powder and Chip Soap Packages? An Executive in the Soap Business Once Suggested That the Front of the Carton, B, Should Be Twice Depth, A, and Height, C, Should Be Three Times A.

Bach, who says, "Design is not exterior, superficial—something to claim attention by flash and noise; design is fundamental. It grows in the building when the foundation is laid. The material is simply the medium of expression,—the expression itself is the thing that commands price."

It is true that markets vary, as products vary. Some markets are style and good taste conscious to a greater or less degree, according to the opportunities for absorbing and understanding these elements of life. But the high level of design can be adhered to even while appealing to the less artistic, but no doubt, larger numbers.

OVER-STYLING a package beyond the comprehension of the potential market or character and quality of the product would be as bad as under-styling it or neglecting to style it at all. The package in almost every case might be said to be secondary in its appeal to the product. No one should feel that he or she is buying a product for the package, but there is no harm in making the package so attractive that one will wish to keep it long after the contents have been exhausted. There have been times when the package has sold the article rather than the article itself. For instance, our Debutante Bureau at *Harper's Bazar* sent a questionnaire on cosmetics to 920 debutantes on which this question was

asked: "Which is more important to you: name, package, product itself or odor?" In four questionnaires, we found package rated first; in thirty-six questionnaires we found it rated either second, third, or fourth. This seems like a small number, but I think it is sufficient to show that some people consciously give it great importance in their decision. The unconscious effect of attractive packages, would hardly show up in a questionnaire.

When the gift element is important, the package might be considered as the first appeal. In the case of vanities, this also might be true. In a similar questionnaire which our Debutante Bureau sent out to 500 debs, 90 per cent said that they kept from 2 to 6 compacts going at once, and one girl wrote, "I buy any I see that has a pretty box."

This reminds me of a story that I heard about a young woman who was traveling through Europe and found in many hotel rooms which she occupied, beautiful empty boxes, obviously jewelry or perfume boxes. Being of Scotch descent, no doubt, and having that feminine inclination to collect beautiful receptacles for one purpose or another, she gathered them all up and brought them back in her trunks. When the customs officials saw them they naturally assumed that if she had the boxes she must have the dutiable contents also. It took considerable argument and explanation and her mother's honest face to convince the man that her story was true and that she was not a smuggler.

IT would be comparatively easy, I imagine, for a manufacturer who was introducing a new product to encase it in a style-right package. But it is another thing to have a splendid old product that is in accord with consumer demand today, but not modern as to its packaging. How to correct that without losing a hold on the market is a problem. In some instances, it might be wise to be drastic and change the package completely. In another it might seem wiser to preserve the spirit of the product and its packaging, but to bring it up to date. There is no better example of doing just this than the St. Regis Hotel, which you know has added a new wing. In our office, we command a very good view of both the old and the new. It would interest you to see how the architect has preserved the spirit of the old but made the new entirely modern by eliminating all the curlicues and frills.

There are some outstanding examples of survivals in fashion that serve to prove that change for the sake of change is unhealthy, when the product or the package is in harmony or tune with life, and therefore with consumer demand. There is the cardigan jacket cos-

time, introduced by Chanel of Paris at least four years ago and today as good as ever, in new interpretations, to be sure. There is the cloche hat. The Rolls-Royce car is an example of classicism that outlives years. Classic designs in silverware are another.

But, there are other examples which prove that change—even drastic change in design, color or style—is sometimes necessary. Let us take colored bedding as an example, modern silver, furniture, glass. (Whatever is good in these new designs will survive, no doubt, as have the classic designs that were sincere expressions of other times.) Automobile robes are another product recently subject to change in order to keep up with the spirit of things. Last week, a manufacturer of automobile robes invited me to talk to his salesmen on fashion, fashion as a selling factor whether in women's apparel or automobiles or automobile robes. This manufacturer had recently designed a robe that in style, color, design was in harmony with the modern automobile. He had discarded the old carriage blanket, and made a robe that might be regarded as an accessory to complete the car ensemble.

In costuming, one cannot consider hats without costumes, nor costumes without shoes. A well dressed woman is concerned with the harmonious assembling of her costume and all parts of it must be related. This, as you know, is also true of the home. Women have learned this lesson well,—the magazines have stressed it, the stores illustrate it. While the costume complete is not a new idea, for the French have long practiced it, we in this country have at least thought more about it and understood it better of late years. It has influenced our taste to a considerable degree. We ensemble everything, the coiffure, the contour of the face, the cosmetics, jewelry, furniture, etc. In packaging, products that are related in application or display or use to other products, the ensemble idea must be kept in mind. Women, especially, like the ensemble idea,—they like to see their dressing tables and bathroom closets equipped with bottles and containers that are harmoniously related. As a gift idea, this is particularly valuable.

In order to express the ensemble idea in packaging products to go into the everyday life of the home, it would seem necessary for one to have a very clear idea of the trend of things in furnishings and the why and wherefore of fashions in general. As we all know, many stores have on their staff window display men of great artistic ability. They might be regarded as stage directors who work with merchandise instead of characters. There are others in stores and departments today, sometimes known as stylists who too are trained in

the principles of art and display. These are factors to be considered in styling packages. Their discriminating taste, their knowledge of fashion would naturally influence them to feature those packages which lend themselves best to artistic display. The packages must get the story across, regardless of the blatancy of competitive packages, and, like advertising layouts in relation to screaming headlines of competitive advertisers, the more simple it is the better chance it has of being seen.

A STYLE appeal can be applied to any good modern product that fits into life today. I think, sometimes, that manufacturers are still too prone to keep products like toothpaste in the pharmaceutical class instead of the cosmetic class, where there is a recognized place for fashion. Why should not a tube of cream be attractive and why should not it be presented to the market in an attractive package? Visualize the cosmetic and soap display of the average woman—a symphony of color—with a funny little squeezed up tube in a dull, ugly color in the corner! The tube is a very necessary container. Some products are enhanced in value by convenience of having it in tubes, but why cannot the design of its package be fashion-right and fit into the ensemble?

Even soap flake packages can be styled right to harmonize with the modern kitchen. There is no need to have them ugly because they carry a utilitarian product. Suggestions to this effect have been made by housewives to a well-known flake manufacturer.

Here's to better styled packages!

—♦—
Bureau of Plant Industry of Department of Agriculture has been conducting an interesting experiment at Torrey Pines, Cal., where rose geraniums have been cultivated and distilled, yielding an oil which was agreed by the trade to be of excellent quality. Similar experiments have been carried on at Mt. Dora, Fla., and Corvallis, Ore. William A. Taylor, chief of the bureau, speaks of "the desirability of a domestic source of some of the important perfume oils in view of the uncertainty of the supply and of the quality of such products obtained from abroad."

—♦—
Considerable laundry soap is manufactured in Western Nicaragua by local concerns, under a government provision which provides for free entry of soap-making materials. Two kinds of soap, blue mottled and yellow, are made, these being marketed wholesale at about 15c a bar. Two companies employing 45 men control about 80% of the business, and produce 4,500 tons annually.

FOR YOUR PRIVATE LABEL

SOLVAY FLUF

(Trade Mark Registered)

Fluf makes an ideal cleanser to add to your line of products because it produces the largest package with the lightest weight. Fluf is an extra light soda ash made especially fluffy, bulky and light by a process exclusive with Solvay.

SOLVAY SUPER CLEANSER

(Trade Mark Registered)

This ideal cleaner and cleanser for general cleaning is efficient, effective and entirely soluble in water. Super Cleanser contains no harmful ingredients nor inactive filler. It is *all active cleanser*. Solvay Super Cleanser is good enough to *beat* competition and can be sold at a profitable price.

SOLVAY Snowflake Crystals

(Trade Mark Registered)

Pure white, crystalline, immediately and entirely soluble, Solvay Snowflake Crystals are an excellent water softener and effective soap saver. Perfect solubility enables this mild cleanser to do its work without leaving a residue. Snowflake Crystals also make the most perfect base for bath salts.

PUT Solvay quality into your packages and get more out of your private label trade. Write today for prices and booklet SC7.

SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by
The Solvay Process Company*

40 RECTOR STREET NEW YORK CITY



SOLVAY

PRODUCTS

Say you saw it in SOAP!

Report on Glycerin Analysis

Work of the Soap Section, American Oil Chemists' Society on Glycerin Analysis Reported Before New Orleans Meeting

Reported by A. K. CHURCH, *Chairman*

AT the fall meeting of the American Oil Chemists' Society, held in New York October 25-26, 1928, a Soap Section of the A. O. C. S. was organized. Later a committee was appointed. The personnel of the committee follows:

R. W. Bailey, Stillwell & Gladding, Inc., New York, N. Y.

A. K. Church, Lever Brothers Co., Cambridge, Mass.

Chairman, Soap Section, A. O. C. S.

C. J. Gundel, Fels & Co., Philadelphia, Pa.

L. F. Hoyt, Larkin Co., Inc., Buffalo, N. Y.

M. H. Ittner, Colgate & Co., Jersey City, N. J.

H. J. Morrison, Procter & Gamble, Ivorydale, Ohio.

W. A. Peterson, Kirkman & Son, Brooklyn, N. Y.

Secretary, Soap Section, A. O. C. S.

W. D. Richardson, Swift & Co., Chicago, Ill.

M. L. Sheeley, Armour Soap Works, Chicago, Ill.

H. P. Trevithick, New York Produce Exchange, New York, N. Y.

R. B. Trusler, University of Pittsburgh, Pittsburgh, Pa.

The committee decided to undertake the establishment of an A. O. C. S. Standard Crude Glycerin sample and an A. O. C. S. Standard Soap sample. Mr. Morrison undertook to prepare the soap sample and Mr. Church the crude glycerin sample. Through the courtesy of the Procter & Gamble Co. the soap sample was donated and through the courtesy of Lever Brothers Co. the glycerin sample was donated.

Both of these samples have been prepared and distributed to the members of the committee. All soap chemists and glycerin chemists, whether members of the A. O. C. S. or not, are invited to do cooperative work in connection with these two samples. The following chemists are now cooperating with the committee on this work:

V. K. Cassady, The Palmolive Company, Milwaukee, Wis.

Curtis & Tompkins, Chemists, San Francisco, Cal.

H. C. Bennett, Los Angeles Soap Co., Los Angeles, Cal.

The committee cordially invites any other soap or glycerin chemist interested to participate in this work. Samples will be forwarded on request to our committee's Secretary, Mr. Peterson. It should be observed that results of individual industrial laboratories will not be published under the names of the laboratories but only under number designations. The idea back of this standardization work is to establish correct analyses for these standard samples and not to disclose differences between laboratories should there be differences.

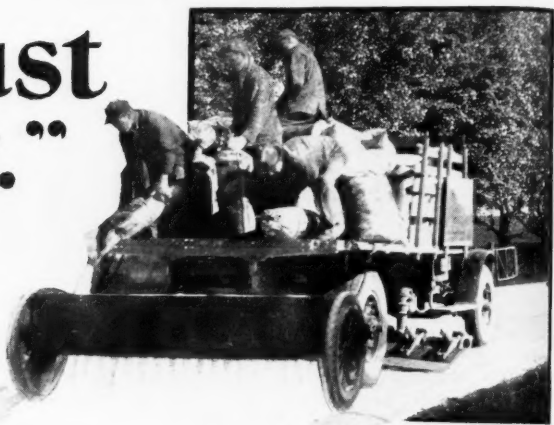
The committee decided the standard crude glycerin sample was to be tested by the International Acetin Method, the method prescribed throughout the world in connection with sales of crude glycerin. The I. A. M. is explicit in its directions except in one respect and that is the precise method of standardizing the acid used. The Chairman suggested that each cooperating laboratory describe its method of standardizing the acid used in connection with the I. A. M. for crude glycerin. So much interest was displayed among the committee members in respect to methods of standardization of the acid that it seems likely that other chemists will also be interested in the discussion of the standardization methods actually used by representative laboratories and so comments of the committee members follow—but not in the order given above where the members of the committee are listed. It is agreed, we believe, that the use of one indicator does not give precisely the same results as the use of another indicator; for example, methyl red, if used as an indicator, gives slightly different results from methyl orange; and the same is true if phenolphthalein is used in place of methyl orange.

Laboratory No. 1

"WE have always preferred to use N/2 hydrochloric acid for the acetin method. As a method of standardization, we use sodium carbonate that has been previously dried and

"..it must be dry."

Calcium Chloride is a moisture absorbent, widely used as a dust preventive, road binder and concrete accelerator. It must be kept absolutely dry until the moment it is applied.



"Dowflake Calcium Chloride is shipped in both carload and less-than-carload lots to points in the United States and Canada. . . Any package we use must be decidedly waterproof to prevent liquifying in transit. . . The conditions to which we subject our packages are very severe, but we have found Bemis Waterproof Bags satisfactory in every respect."—DOW CHEMICAL CO.

SEVERAL years ago the Dow Chemical Co. were seeking a satisfactory shipping container for Calcium Chloride; a container which would be easy to handle, economical, and, above all, absolutely moisture proof. The Bemis Technical Staff, co-operating with engineers of the Dow Chemical Co. produced the bag shown at the left. It was a distinct success, lowering shipping costs and eliminating losses from damage.

In every instance where Bemis Waterproof Bags have replaced boxes, barrels or drums in shipping dry chemicals and minerals, a reduction in costs and a saving estimated as high as fifty per cent have been noted.

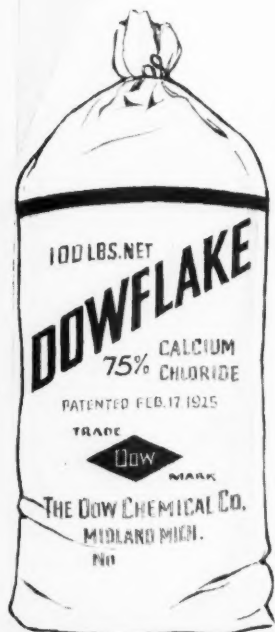
Bemis Waterproof Bags are constructed of the best quality, tough, tightly woven, tearproof burlap. A special Bemis lining is cemented to this fabric, making the bag waterproof and protecting the contents from dampness, air, moisture, deterioration and sifting.

It will pay you to investigate the saving and convenience made possible through the use of Bemis Waterproof Bags. Samples and complete information furnished on request.

BEMIS BRO. BAG CO.

605 S. 4th Street, St. Louis, Mo.

BEMIS WATERPROOF BAGS



Bag Factories

ST. LOUIS
MINNEAPOLIS
OMAHA
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SAN FRANCISCO
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MEMPHIS
KANSAS CITY
SEATTLE
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HOUSTON
BROOKLYN
BUFFALO
WICHITA
WARE SHOALS, S. C.

Cotton Mills

ST. LOUIS
INDIANAPOLIS
BEMIS, TENN.
BEMISTON, ALA.

Bleachery

INDIANAPOLIS

SINCE 1858, THE WORLD'S LARGEST MAKERS OF QUALITY BAGS

Say you saw it in SOAP!

have found this to be quite satisfactory. Weigh off about 2 grams of Baker's Special Sodium Carbonate C.P. into a platinum crucible and heat at a dull red heat till constant weight is obtained. Dissolve the dry sodium carbonate in 150 cc of distilled water, add 2 drops of methyl orange and titrate to a faint pink color. From this titration the factor is calculated. We have occasionally checked our N/2 HCl against silver chloride gravimetrically and obtained very close checks. The chance of error using silver chloride is less owing to the heavy weight of AgCl handled as against the end point while using sodium carbonate."

Laboratory No. 2

"WE standardize our normal sulphuric acid for glycerin determination using sodium carbonate with methyl orange as the indicator. Our method is as follows: We use the A. O. C. S. sodium carbonate or J. T. Baker's Special sodium carbonate. 10 to 15 grams of the carbonate are heated in a platinum dish over a low-flamed Argand burner to incipient redness, never hot enough for fusion, for about 2 hours to constant weight. The sodium carbonate is then put in a desiccator until it reaches room temperature. About 2.2 grams of the ignited and cooled sodium carbonate are then accurately weighed, transferred to a liter flask and dissolved in about 100 to 150 cc of cold distilled water. 3 drops of methyl orange indicator, 1 gram to the liter, are added. The tip of the burette containing the H_2SO_4 to be standardized is adjusted just outside the mouth of the neck of the flask and the mouth of the flask is covered as well as may be with a clean watch glass. This precaution is taken to prevent any loss from the rapid evolution of CO_2 . When the titration is nearly completed, the watch glass and tip of the burette are rinsed with distilled water. The titration is then continued until the solution takes on, permanently, the first trace of pink. At the end of the titration the volume in flask is between 400-500 cc. A burette with Bureau of Standards certificate is used. Corrections are made for the burette reading and for the temperature. We make our standard temperature $20^\circ C$. Check results should be obtained having a spread of not more than 0.001 in normality. Finally about 4.4 g of Na_2CO_3 , enough to require about 90 cc of N/1 acid, are titrated as a final checking. Various authors have been examined in respect to the standardization of acid. Scott standardizes H_2SO_4 by adding an excess of the acid to a sodium carbonate solution and titrating the excess with N/5 NaOH, using phenolphthalein as the indicator (p 494, 4th ed.). Griffin gives no standardization of

H_2SO_4 . His standardization of HCl is made by titrating sodium carbonate solution with methyl orange as an indicator (p 7, 1st ed.). Treadwell-Hall standardizes HCl by titration against sodium carbonate solution using methyl orange as an indicator. This authority states that H_2SO_4 may be standardized in the same manner (p 552, 5th English ed.). Sutton outlines a standardization of H_2SO_4 by titrating the acid against a sodium carbonate solution using methyl orange as the indicator (p 49, 11th ed.). The methyl orange end point is not so easy for different analysts to agree upon as is the end point with, for example, methyl red or phenolphthalein. We have done some work with methyl red and find it gives a sharper end point than does methyl orange. However, when methyl red is used as an indicator, the acid, we have found, is somewhat stronger, that contains a slightly greater weight of acid per cc, than when methyl orange is used. When phenolphthalein is used as an indicator, the strength of the acid, that is the number of grams of acid per cc, is somewhat different than when methyl orange is used, according to our tests. It is, therefore, rather important, although perhaps not vitally important, that all laboratories doing cooperative work using the International Acetin Method for glycerol, should standardize their master acid solutions using the same indicator."

Laboratory No. 3

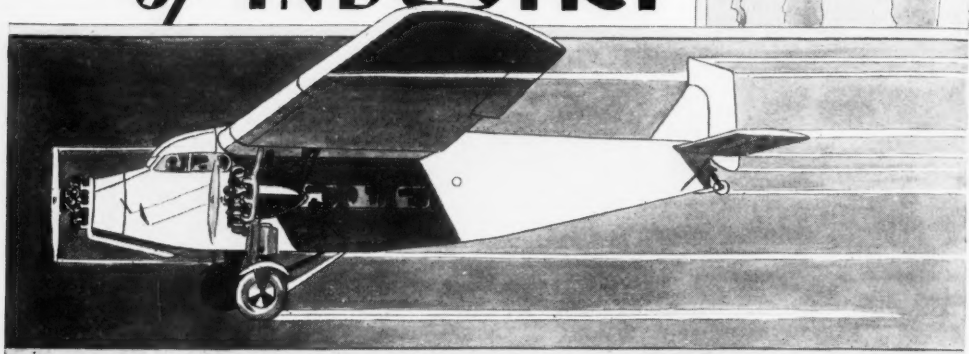
"THIS laboratory standardizes their sulphuric acid for glycerin determinations by the sodium carbonate method. Their proceeding is as follows: A 20 gram platinum crucible is half filled with J. T. Baker's C. P. Special Na_2CO_3 , which is heated in the oven at $270-280^\circ C$. until it shows no loss in weight. This usually does not take longer than one hour. The crucible and contents are cooled in a desiccator. 2.0000 plus or minus .0003 grams of the dried Na_2CO_3 is weighed in a porcelain dish and brushed into a 250 cc Erlenmeyer flask. 50 cc of water is added and the carbonate dissolved without heating. Two (2) drops of methyl orange indicator are added and the solution titrated with the H_2SO_4 , using a standardized burette. Calculation:

$$\frac{18.868 \times 2.00}{\text{cc. titration}} = \text{Normality}$$

The results of two titrations agreeing within 0.001 in normality are averaged, and the average used as the normality of the acid solution. This laboratory states: "We believe that this method is the one more generally recognized in all textbooks. We find it the preferred method

(Continued on page 81)

APACE with the changing demands of **INDUSTRY**



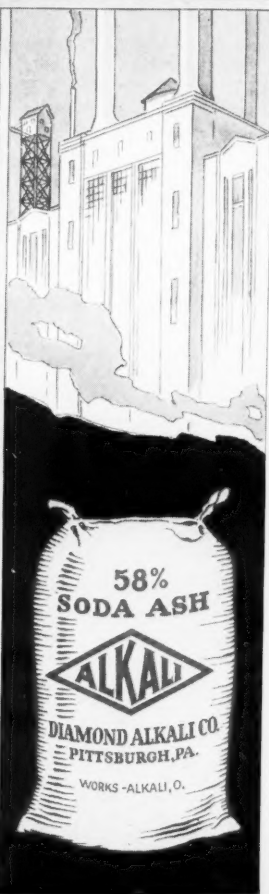
THE high quality and unvarying uniformity of Diamond Alkalies will always keep pace with the modern demands of industry, regardless of how increasingly large the demand.

A large modern plant, plus a practically inexhaustible supply of the best raw materials, plus a nationwide system of distribution assures every Diamond Alkali user a dependable source of supply and prompt service all the time—anywhere.

Diamond Alkali Company

PITTSBURGH, PENNA.

Say you saw it in SOAP!



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Castor
Hemp
Linsee
Olive
Olive
Poppy
Rape
All ot
oils
Par. 55
Cocan
Cotton
Peanut
Soya
Cocan

Oil Tariff Rates Mostly Unchanged

Hawley-Smoot Tariff Bill as Reported Out Mostly Same Rates as 1922 Tariff—Linseed Oil Rate Up—Soya Bean Rate Doubled—Coconut Rates Unchanged—Philippine Oil Still Free—Other Soap Raw Materials Unchanged—Bill Victory for Soap Industry.

VERY little change in the present tariff rates on oils and fats and other soap making raw materials were proposed in the new Hawley-Smoot Tariff Bill as reported out of committee on May 7. Mostly all oils and fats carry the old duty rates. Soya bean oil and linseed oils are exceptions, the rate on the former having been doubled to five cents per pound and on linseed having been raised from 3.3c to 4.16c per pound. Coconut oil and copra which have been a bone of contention in the hearings before the Ways and Means Committee, both remain as before. Copra is free and coconut oil carries two cents per pound, except Philippine oil which is free of duty. Glycerin duties and the duties on various soaps and soap products are the same as in the 1922 schedule. The rates reported out of committee on soap raw materials are a victory for the soap and laundry interests of the country.

The new proposed rates, compared with the rates which have been in effect since 1922, are given through the courtesy of the Bureau of Raw Materials for American Vegetable Oils and Fats Industries in the following table:

	Present Tariff	Proposed Tariff
Par. 1:		
Red Oil or Oleic Acid.....	1½¢	1½¢
Stearic Acid	1½¢	1½¢
Par. 43:		
Glycerin—crude	1¢	1¢
Glycerin—refined	2¢	2¢
Par. 53—Animal or Fish Oils:	Per Gal.	Per Gal.
Sod	5¢	5¢
Herring	5¢	5¢
Menhaden	5¢	5¢
Whale	6¢	6¢
Seal	6¢	6¢
Sperm (crude)	10¢	10¢
All fish oils not specially provided for	20% ad val.	20% ad val.
Wool grease—crude—over 2% f. f. a.	1½¢	1¢
Brown wool grease.....	1½¢	1¢
Wool grease—medicinal	1¢	3¢
All other animal oils, fats, and greases not specially provided for.	20% ad val.	20% ad val.
Par. 54—Expressed or Extracted Oils:	Per Lb.	Per Lb.
Castor	3¢	3¢
Hempseed	1.5¢	1.5¢
Linseed	3.3¢	4.16¢
Olive (container less than 40 lbs.) Olive—not specially provided.....	7.5¢	7.5¢
Pompyseed	6.5¢	6.5¢
Rapeseed	2¢	2¢
All other expressed or extracted oils not specially provided for.	6¢ per gal.	6¢ per gal.
Par. 55:	Per Lb.	Per Lb.
Coconut Oil	2¢	2¢
Cottonseed Oil	3¢	3¢
Peanut Oil	4¢	4¢
Soya bean Oil.....	2.5¢	5¢
Coconut Oil (Philippines).....	Free	Free

	Present Tariff Per Lb.	Proposed Tariff Per Lb.
Par. 56—Alizarin Assistant, Turkey Red Oil, Sulphonated Castor, other Sulphonated animal or vegetable oils, Castor oil soaps, all soluble greases?		
All the above in any form what- ever and not specially provided for	35% ad val.	35% ad val.
Par. 57:		
Hydrogenated or Hardened Oils and fats	4¢ per lb.	4¢ per lb.
Other oils and fats, composition and properties of which have been changed by processing and not specially provided for.....	Ad Valorem 20%	Ad Valorem 20%
Par. 58:		
Oils, Combinations and Mixtures, Animal, Vegetable or Mineral, but not less than rate applicable to material subject highest duty.	25%	25%
Par. 59—Distilled or Essential: Lemon and Orange.....	25%	25%
Sandal Wood, Clove, Peppermint, Patchouli, Eucalyptus, and all others not specially provided for.	25%	25%
Par. 82—Soap:		
Castile	15%	15%
Toilet	30%	30%
All other soap or soap powders not specially provided for.....	15%	15%
Par. 701:	Per Lb.	Per Lb.
Tallow	1½¢	1½¢
Oleo Oil	1¢	1¢
Oleo Stearine	1¢	1¢
Par. 703:		
Lard	1¢	3¢
Lard compounds and substitutes..	4¢	5¢
Par. 709:		
Butter	12¢	12¢
Oleomargarine and Butter Sub....	8¢	12¢
Par. 760—Oil Bearing Seeds:		
Castor Beans	1½¢	1½¢
Flaxseed (bu. of 56 lbs.).....	40¢ per bu.	56¢ per bu. (56 lbs.)
Poppy seed	32¢ per 100 lbs.	32¢ per 100 lbs.
Sunflower seed	2¢	2¢
Soya bean	1½¢	1½¢
Cottonseed	1½¢	1½¢
Par. 1626—Oil bearing nuts and seed:		
Copra	Free	Free
Hempseed, Palm nuts, Palm nut kernels, Tung nuts, Rapeseed, Perilla, Sesame, and nuts not specially provided for—when the oils derived therefrom are free of duty	Free	Free
Par. 1629:		
Oil Cake and Oil Cake Meal.....	Free	Free
Par. 1630:		
Spermaceti	6¢ per lb.	6¢ per lb.
Whale (from American fisheries), Cod Oil	Free	Free
Cod liver oil	Free	Free
Par. 1631:		
Anise, Bergamot, Bitter Almond, Camphor, Caraway, Cassia, Cin- namon, Citronella, Geronium, Lavender, Lemon-grass, Lime, Lignalee, or bois de rose, Neroli or orange flower, Origanum, Pal- marosa, Pettigrain, Rose or otto of roses, Rosemary, Spike lav- ender, Thyme, Ylang Ylang or cananga	Free	Free
Par. 1632:		
Croton Oil	Free	Free
Palm Oil	Free	Free
Palm Kernel Oil (lignatured)....	Free	Free
Undenatured	Free	1¢ per lb.
Perilla Oil	Free	Free
Sesame Oil	Free	3¢ per lb.
Sweet Almond Oil.....	Free	Free
Olive Oil—rendered unfit as food, Sulfur Olive Oil.....	Free	Free
Chinese Tung Oil.....	Free	Free
Nut Oils not specially provided for	Free	Free
Par. 1688:		
Rosin	Free	Free
Par. 1691:		
Vegetable Tallow	Free	Free

van AMERINGEN inc.

*Essential Oils, Synthetic Chemicals,
Natural and Synthetic Flower Oils*

30 IRVING PLACE, NEW YORK
180 N. WACKER DRIVE, CHICAGO

Manufacturing Laboratory
451 S. JEFFERSON STREET
ORANGE, N. J.



We can think of a number of
insecticides that would smell
better and sell better, if their
perfuming were left to us.

*When you come round to
feeling the same way about
your insecticides, disinfec-
tants, soaps and so forth,
get in touch with us.*

Say you saw it in SOAP!

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MISCELLANEOUS ITEMS

	Present Tariff Per Lb.	Proposed Tariff Per Lb.
Par. 27: Naphthalene having a solidifying point at 79° Cent. or above....	40% ad val. & 7¢ per lb.	40% ad val. & 7¢ per lb.
Par. 80: Potash	1¢ per lb.	1¢ per lb.
Par. 1549: Naphthalene having a solidifying point less than 79° Cent.....	Free Per Lb.	Free Per Lb.
Par. 83 Caustic Soda:	1/2¢	1/2¢
Soda Ash	1/4¢	1/4¢
Par. 28: Synthetic Aromatic Chemicals....	45% ad val. & 7¢ per lb.	45% ad val. & 7¢ per lb.
Par. 61: Natural Aromatic Chemicals not specially provided for.....	Ad Valorem 45%	Ad Valorem 45%
Par. 71: Bone black or bone char and blood char	20%	20%
Decolorizing and deodorizing Car- bons	20%	45%
Par. 206: Pumice stone \$15 per ton or less..	Per Lb. .1¢	Per Lb. .1¢
Valued at more than \$15 per ton..	.25¢	.25¢
Wholly or partly manufactured....	.55¢	.55¢
Par. 207: Fullers Earth unmanufactured....	Per Ton \$1.50	Per Ton \$1.50
Wrought or manufactured.....	3.25	3.25

Look for Lower Geranium

No shortage of geranium oils impends and stocks are more likely to show an increase over the next few months than any decline from normal production, according to a statement by Ungerer & Co., New York. This company states: "The production of Bourbon geranium though well below the amount reached in the abnormal crop years of 1925 and 1926 is well up to the normal average and no shortage is indicated. As for the Algerian situation, spot supplies are scarce, but new crop oil which is distilled during May and June will be on the market soon and production though not abnormally large will equal the figures of any normal year. Another factor which is given too little weight is the decline in consumption as compared with two years ago. When Geranium oil could be purchased around \$2.50 a pound or lower, consumption received a terrific impetus and the oil was used in greater volume than ever before. Prices during the past twelve months have been much higher and Geranium oil at \$4 a pound and higher does not offer the same attractions to the soap makers many of whom have cut their requirements substantially. This decrease in potential demand is sufficient to compensate for any decline in consumption. We look for an easier market in Geranium rather than an advance."

The recent decision by the customs court of United States to the effect that bars and chips of a toilet soap base were dutiable at 25 per cent as toilet soap, instead of at 15 per cent as soap powder and other soap, was reversed by a decision of United States Court of Customs and Patent Appeals. In the lower court the decision had been rendered against the importer, Houbigant, Inc.

Philippine Copra Output to Drop

Exports of copra from the Philippines during 1928 totaled 230,000 metric tons, as compared with 199,000 tons in 1927, the increase being due to the typhoon which occurred late in November, damaging coconut flowers and making a large tonnage of nuts available for copra. Production of copra in the islands reached a total of 525,000 metric tons during the year, an increase of about 20 per cent over the previous year. It is expected that production figures will show a considerable decrease this year, as a result of the damage done by the typhoon. It has been predicted by Trade Commissioner Howard, at Manila, that only about 450,000 to 475,000 metric tons of copra will be produced during 1929.

Kirk Moves to New Plant

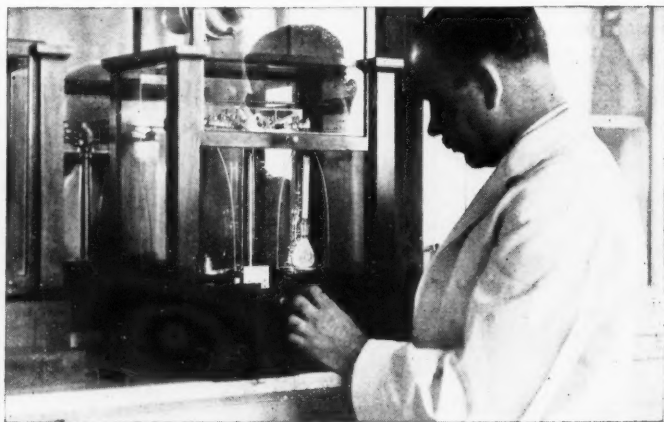
James S. Kirk & Co., Chicago, opened its new plant at 1232 North Ave., early in April, at the same time abandoning the old plant on Michigan Ave., which has been operating for the past fifty years. Greatly increased real estate values at the old location, and the necessity for a more modern plant prompted the move. The properties and equipment now owned at the North Ave. location are valued at over \$6,000,000, the new unit having been built at a cost of \$1,500,000. This addition doubles the floor space of the plant, and increases the output to a million pounds of soap a month.

Lever Bros. Co. has been successful in its attempt to prevent Lux-Gro Laboratories from registering its trade mark, "Lux-Gro," for a preparation for the treatment of the hair and scalp. Lever Bros. Co. has owned and used the trade mark, "Lux," for many years applying it to preparations having detergent, washing and cleansing properties, and stated to be capable of being applied to the same uses as the product of Lux-Gro Laboratories.

Glycerine, Ltd. is a new English company which has been formed to consolidate the glycerine interests of Lever Bros. Co., Jos. Crosfield & Sons, William Gossage & Sons and Chris. Thomas & Bros., all of England. Offices are located at Lever House, Blackfriars, London.

Imports of crude glycerin into United States during the month of February, 1929, totaled 1,042,557 lbs., with a value of \$64,863. Refined glycerin to the amount of 333,411 lbs., worth \$30,875, was imported during the same period.

Testing in
Kellogg
Laboratories



SILVER SEAL COCHIN COCONUT OIL

SPENCER
KELLOGG
COCONUT OILS

MANILA RAW
CRYSTALITE
SILVER SEAL
COCHIN
EDIBLE
HYDROGENATED

THE Cochin Coconut Oil of Spencer Kellogg and Sons is well known to experienced soap manufacturers by the trade name "Silver Seal Cochin."

This bleached and deodorized oil is actually water-white. The color is guaranteed not to run higher than 5 yellow and .5 red; the acid value not to exceed .5 per cent.

The advantage of this uniform oil over the so-called natural Cochin has been recognized by the trade and Silver Seal Cochin has been adopted by leading manufacturers of high-grade soaps of national repute.

SPENCER KELLOGG and SONS SALES CORP'N

General Offices
BUFFALO, N. Y.

Crushing Plant
MANILA, P. I.

New York Offices
GRAYBAR BUILDING

Refinery
EDGEWATER, N. J.

SALES OFFICES IN ALL PRINCIPAL CITIES

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Baltimore
Boston

Chicago
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Detroit
Kansas City

New York City
Philadelphia

(Tank Wagon Service in Greater New York)



Say you saw it in SOAP!

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January Soap Exports

Exports of toilet soaps from United States during January, 1929, totaled 508,418 lbs., with a value of \$176,559, British India leading the purchasers by taking 87,643 lbs., at a price of \$30,681. Laundry soap exports amounted to 5,023,436 lbs., valued at \$326,166, with the Philippines the largest customer with purchases involving 1,710,892 lbs., at a price of \$98,885. Exports of powdered and flaked soaps were 135,073 lbs., priced at \$17,414, with 538,697 lbs. of scouring soaps and powders sold abroad for \$35,828. Shaving soaps to the amount of 78,489 lbs., priced at \$19,609, were exported, with sales of other soaps reaching 675,649 lbs., worth \$54,880.

Cook, Swan Oil Corp. Formed

The Cook, Swan Oil Corp., incorporated under the laws of Delaware, acquired the properties and assets of Cook, Swan & Young, Corp., New York, on April 24. The change was effected by first selling the properties for the sum of \$245,000 to a corporation organized by Gilbert P. and J. Howard Smith, and then transferring them to the newly formed Cook, Swan Oil Corp. Gilbert P. Smith is president of the new company, with Dennis E. Bergen as vice-president, J. Howard Smith as treasurer, and Harvey W. Smith as secretary. They will continue to import, manufacture and refine fish, animal, and vegetable oils and greases. The new company is capitalized at \$1,500,000, and has branches in New York, Boston, Cleveland, Chicago, San Francisco and Seattle.

At the request of a group of soap manufacturers, Bureau of Customs of United States recently modified its regulation governing the denaturing of olive oil for inedible purposes, as follows: from 105 to 114 lbs. of caustic soda or sufficient caustic soda to cause complete saponification, or 354 lbs. of caustic potash solution containing 45 per cent of actual caustic potash.

United States imported 252,007 lbs. of castile soap, valued at \$26,767, during February, 1929, as compared with 247,652 lbs., worth \$34,378, during the same month in 1928. Imports of toilet soap amounted to 158,036 lbs., valued at \$83,140, as compared with 136,493 lbs., worth \$43,381, during February, 1928.

New York Section of American Association of Textile Chemists and Colorists met April 26 at Alexander Hamilton Hotel, Paterson, N. J.

Chicago Soap Assn. Dances

Chicago Perfumery, Soap and Extract Association held its Annual Spring Dinner Dance on April 18th in the Banquet Room at the Edgewater Beach Hotel. Harold E. Lancaster, who had charge of the affair, succeeded in drawing a larger crowd than has been seen at any similar occasion during the past five years. One hundred and ninety-six were seated at the twenty reserved tables, which were designated as follows: Franco American Hygienic Co.; Walter H. Jelly & Co.; Fritzsche Brothers, Inc.; Victor Chemical Works; Givaudan-Delawanna, Inc.; Norda Incorporated; Harry Bartold; Frank Z. Woods; Harold E. Lancaster; A. J. Dedrick; Armstrong Cork Co.; Primrose Laboratories; Adam Bialecke; Owens-Illinois Glass Co.; American Commercial Alcohol Co.; Carr-Lowery Glass Co.; Riviera Products Co.; Mallinckrodt Chemical Works; Scovill Manufacturing Co.; and Harriet Hubbard Ayer, Inc. Mr. Lancaster's assistants on the Entertainment Committee were A. J. Dedrick, of Edward T. Beiser Co.; J. W. Bicks, of Carr-Lowery Glass Co.; George Woods, of Frank Z. Woods and Frank T. Robinson, of Monsanto Chemical Works.

The recent palm oil merger, uniting Niger Co., Ltd. and African and Eastern Trading Corp., is expected to result in many economies in operation, which will be enjoyed by the new company, United Africa, Ltd. About 1,100 trading stations have been operated by the two companies, with consequent wasteful competition and duplication of effort. It is expected that this number will be reduced shortly to take advantage of possible economies of operation. It will also be possible to standardize selling prices to some extent, benefitting producers who have been subject to wide fluctuations in selling prices up to now.

Sales aids and advertising campaigns for the marketing of glycerin as an anti-freeze mixture were discussed at a recent luncheon of the Assn. of American Soap and Glycerine Producers in New York. Companies represented at the meeting were Armour & Co., Colgate-Palmolive-Peet Co., Lever Bros., Procter & Gamble Co., Kirkman & Son, Swift & Co., Harley Soap Co. and John T. Stanley Co.

The Spencer Perfume Co., has now completed the removal of plant and offices from Madison and Ewing Aves. to 1001 S. Main St. South Bend, Ind.



SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet



HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

Say you saw it in SOAP!

PERSONAL and IMPERSONAL

A kettle of soap at the plant of the J. R. Watkins Co. at Newark, N. J., was struck by lightning early last month during a severe storm. When the lightning hit the boiling kettle of soap, a number of windows were broken in the vicinity and the mass was scattered about the plant and on the front of the building and the sidewalk below. A portion of the charge was salvaged.

Carstens Packing Co., 1002 South I St., Tacoma, Wash., recently purchased the equipment and trade names of Paragon Soap Co. for the use of its soap department. W. A. Hutton will act as manager of the soap department of Carstens Packing Co.

The textile and olive oil soaps plant of George E. Sherman Co., 153 Classon Ave., Brooklyn, was severely damaged by a fire which occurred April 22. The fire which followed an explosion in the plant caused damage estimated at \$75,000.

Lever Brothers Co. has been incorporated in Indiana to manufacture and sell soaps and other detergents, together with their allied products. Capital stock represented in Indiana amounts to \$199,201.75. Jacob S. White, Merchants Bank Bldg., Indianapolis, Ind., is Indiana agent.

Bon Ami Co. reports a net profit of \$334,914 for the first quarter of 1929, after deducting for depreciation, taxes and other charges. This is equivalent to \$1.55 a share on 100,000 common A shares, and 90c each on the 200,000 common B shares. It compares favorably with the 1928 earnings for the same quarter which were \$296,131.

Colgate-Palmolive-Peet Co. took third place in the final standing of the teams in the annual Wholesale Drug Trade Bowling Association of New York tournament which closed recently. The Colgate team were second last year and were the winners for several years prior to that, but the best they could do this year was 25 games won and 17 lost. First place was won by Roessler & Hasslacher Chemical Co. with E. R. Squibb & Sons second.

Los Angeles Soap Co. has twenty-seven electric signs in California which burn fourteen thousand globes and consume about \$2,000 worth of current per month. These signs cost about \$100 per month each to maintain. They were all manufactured in the electrical plant of the company. Los Angeles Soap Co. produces and sells about seventy-five million pounds of soap yearly.

Davies-Young Soap Co., Dayton, O., manufacturers of a complete line of bulk and private brand soft soaps, have opened a New York office at 130 Pearl St. A. D. Griffin, who has been connected with the company for a number of years, is in charge.

Roy Huddleston, formerly associated with the Beaver-Remmers-Graham Co., is now with the American Products Co., of Cincinnati, Ohio.

George K. Morrow, head of Gold Dust Corp., was recently elected president of Standard Milling Co. The two companies were merged a short time ago.

At the Grocers' Food Show, Chicago, held at the First Regiment Armory from April 8th to the 13th, attractive exhibits of toilet soaps were shown by Allen B. Wrisley Co. and James S. Kirk & Co.

Gold Seal Products Co., Albuquerque, N. Mex., has recently been sold to foreign interests, according to C. F. Morris, secretary of the old concern. The former owners will no longer be connected with the soap industry.

It is reported that a soap factory will be built in connection with one of the North Carolina state prisons. The legislature has been asked to approve plans which call for the appropriation of \$10,000 for the construction of the proposed plant. The products will be used only in state and county institutions.

Franklin H. Divins, chemist with Foster D. Snell, is at the plant of Puritan Soap Co., Rochester, N. Y., as technical advisor.

OF COURSE

The Best is the Cheapest

WHEN buying essential oils and aromatic chemicals for perfuming soaps, it is wise to look at quality as well as price. Our many years of experience have taught us what, how, and where to buy, so that we are in a position to offer our customers the finest merchandise available.

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VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

NORD AFRICAN
COMMERCIAL
Alger, Africa
Oil Geranium

H. RAAB & CO.
Roermond, Holland
Artificial Musk

PAOLO VILARDI
Reggio Calabria, Italy
Messina Essences

Say you saw it in SOAP!

Colgate-Palmolive-Peet Co., is now actively engaged in establishing headquarters in the new North Side Building, Chicago. Interior finishing is rapidly nearing completion and according to a recent report more than half of the office space has now been rented.

H. J. Boulden, of Andrew Jergens Co., of Cincinnati, plans to leave on the first of June for a three months' trip to Europe. He will be accompanied by Mrs. Boulden.

Gold Dust Corp. reports a net profit of \$4,837,020 for the ten months ended Oct. 31, 1928, after deductions for interest, Federal taxes and depreciation.

W. H. Berteaux, Berkeley, Cal., is no longer connected with the soap industry, having resigned his position with Citrus Soap Co., Berkeley, recently.

Lever Bros., Ltd., sold products valued at £75,670,856 during 1928, as compared with 1927 sales amounting to £72,421,920. The 1928 sales represented 2,242,171 tons of goods produced, an increase of over 200,000 tons for the year. The enterprises of the company in United States, Philippines, South America and Canada shared in this increase, yielding the parent concern profits of £710,536 in 1928, as against £610,120 in the previous year. Soap was a very important item in the Lever business, the combined increase in soap sales totaling 35,494 tons, the largest sales expansion the company has had in several years.

The whaler, *Sir James Clark Ross*, recently returned from a six months' trip to the Ross Sea with a large cargo of whale oil. Procter & Gamble Co. acquired eight thousand tons of this oil.

The "National Beauty, Perfumery and Toiletries Show" held recently in New York attracted over forty manufacturers of toilet articles as exhibitors, but was disappointing from the standpoint of attendance by consumers of toiletries. The average attendance at each session during the seven days of the show was only about 400.

O-Don-Tex Products Corp., 315 Fifth Ave., New York, makers of Cal-So-Dent tooth powder, recently announced the appointment of D. B. Wilson as sales manager.

Arthur Thompson, formerly toilet goods buyer for John Wanamaker, New York, is now a member of the Owl Drug Co. organization.

Carl Weeks, president of Armand Co., Inc., and also head of Florian, Inc., expects to return to Des Moines, Ia., about the first week in June, from a two months' business trip to Italy and the continent.

Soap, The Agent of Cleanliness, a short article by R. B. Trusler, of Mellon Institute, forms one of the chapters of *Science for the Home Manager*, a series of fourteen radio broadcast talks, recently published by University of Pittsburgh. A second chapter, written by O. F. Hedenburg, and also broadcasted recently from University of Pittsburgh studio, is entitled, *Extermination of Pests*.

In the injunction suit brought by Mulhens & Kropf, Inc., against Ferd, Mulhens, Inc., for the protection of the trade-mark rights of the former, briefs were presented to Federal Judge Mack on May 6. Argument of the case starts May 15.

Clarence D. Tarse, of Dr. Ward's Medical Co., Winona, Minn., is planning to leave about the middle of June, for an extended trip through Europe. He will be accompanied by Mrs. Tarse and his son John.

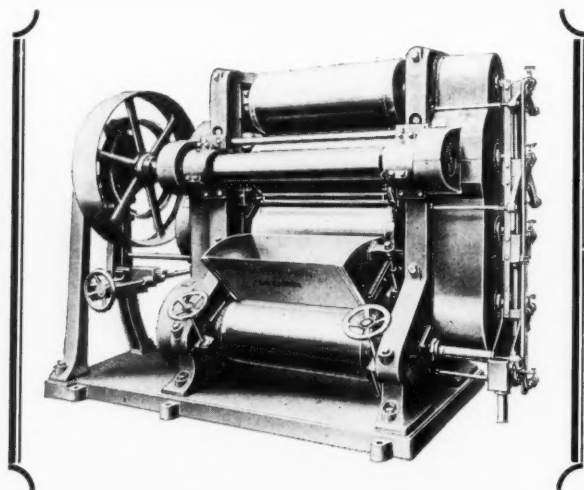
George Gerson formerly with Colgate-Palmolive-Peet Co. has become connected with Lever Brothers Co. at Cambridge, Mass.

Parsons & Petit, brokers, New York, announce the removal of their offices from 63 Beaver St. to 26 Beaver St. The telephone is unchanged, Bowling Green 4048.

Unity Stores Corporation, a new organization established at 228 N. La Salle St., Chicago, will operate with the independent stores throughout the country for the distribution of soaps and allied products. H. C. Barry has been placed in charge as general manager.

The Wolverine Distributing Co., has been established at 135 Lewis St., Flint, Michigan, to direct house-to-house distribution of cosmetics and soaps.

Superior Perfume Co. is now operating in new quarters at 900 N. Franklin St., Chicago.



for the milling of
TOILET SOAP
or transparent diamond shaped high gloss
SOAP FLAKES

the No. 312 MRS Five Roller Toilet Soap Mill

with 16" x 40" Chilled Iron Rolls all watercooled and equipped with self-aligning roller bearings which are guaranteed grease and dust proof and most economical in power consumption.

The "LEHMANN" Line of Soap Mills in various sizes up to 22" dia. and 48" length of rolls and designed for every conceivable need, is unsurpassed in construction and workmanship and represents the most up-to-date equipment on the market.

Soap Film from 2/1000 up to 8/1000 of an inch in thickness. Hardest chilled iron rolls obtainable, guaranteed machined inside to uniform thickness of shell. Roll shafts and bearings stronger than those of any other machine on the market.

For full information write to—

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248-250 WEST BROADWAY

NEW YORK CITY

Se solicita correspondencia en Espanol

Say you saw it in SOAP!

SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Discuss Olive Foots Tests

Representatives of eighteen of the country's largest olive oil foots consumers and importers met in New York, April 9, to discuss the advisability of readjusting the impurities maximum and the impurity test. At the present time foots are sold on a basis of 3% maximum impurity, with a penalty for poorer oil and no adjustment for better grades. Although the hot kerosene test is official for detecting impurities, ether is used more widely. Some of those present were in favor of making no change in the present 3% maximum. A large user suggested a maximum of 1% impurities, with a penalty for excess. One of the large importers offered a compromise of 2%, with a provision for a lower price in case of excess impurity and a higher price for better grade oil. The meeting was practically unanimous in favor of making the ether test official, inasmuch as it corresponds with the carbon bisulfide test, which is in general use in producing centers. It is expected that an official ruling will be available in the near future.

A novel method of packing soft soap is in paper containers. This may be accomplished by saturating the container with some calcium salt, such as the chloride or acetate. As soon as the soap comes in contact with the calcium salt, lime soap is formed, which being insoluble, becomes fixed in the paper of the container, and prevents passage of the soft soap. As an example, carbonate of calcium and paraffin or melted ceresin are mixed in equal parts. The mixture is diluted and spread on paper at a high temperature, forming a smooth coating over which a similarly treated paper or ordinary paper can be laid. The papers are finally subjected to strong pressure between heated rolls.—Fr. Pat. No. 642,655.

Products whose aqueous solutions have wetting, cleansing and emulsifying properties in acid baths or in hard water consist of a sulfonic acid or one of its salts and materials having soap-like properties in a colloidal state. An organic solvent may be added. Fatty acids, resins, paraffin wax, naphthenic acids, decom-

position products of wool, etc., may be used with substituted aromatic sulfonic acids. Fr. Pat. No. 33,435.



American Oil Chemists' Society Golf Championship Trophy competed for the first time this year at New Orleans. Donated by the Industrial Chemical Sales Co.

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE
NEW YORK CITY

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ON PRODUCTS AND PROCESSES

In an investigation of the influence of a second liquid on the formation of soap gels, preliminary experiments showed that it is not possible to disperse anhydrous potassium stearate in hot turpentine. Traces of water, however, greatly aided the dispersion and affected the gelation. Anhydrous sodium and potassium stearate and oleate were prepared by saponifying the acid with carbonate solution. Anhydrous calcium stearate was prepared from sodium stearate and calcium acetate. Gel formation was studied by allowing varying amounts of turpentine at 110° to disperse the soap which had been wetted with small definite amounts of water. Solid gels of 0.05 grams of anhydrous sodium stearate were obtained on cooling, which held 4, 12, 20, 29 and 36 cc. of turpentine after the soap had been wetted with from 0 to 0.04 cc. of water taken at 0.01 cc. intervals, respectively. The fifth gel above contained only 0.14 percent solid, 99.86 percent being turpentine and water. The corresponding values for sodium oleate, an unsaturated soap, were 16, 6, 4, and 2 up to the addition of 0.03 cc. of water, showing that water diminishes the holding power of this soap for turpentine. Corresponding values for potassium stearate, a soft soap, were 0, 9, 10, and showing the positive effect of the first 0.03 cc. of water, followed by a negative effect when 0.04 cc. was added.—*Fifth Colloid Symposium Monograph 287-300* (1928).

A recent patent covers cleansing and emulsifying agents comprising a known cleansing agent of the sulfonic acid type and a water-soluble salt of another acid. Mixtures of the sodium salt of butylnaphthalenesulfonic acid with sodium sulfate, and of the sodium salts of butylnaphthalenesulfonic acid and isopropylnaphthalenesulfonic acid are described by way of example. Water-insoluble organic compounds may be included.—Swiss Pat. No. 127,222.

A bergamot bouquet for soap, as described in a recent issue of *Les Parfums De France*, is made by the use of the following ingredients: 600 parts oil bergamot; 100 parts oil rose wood; 100 parts palmarosa; 100 parts santal citrin; 53 parts citronella; 30 parts oil petit-

grain; 10 parts of patchouli; 7 parts oil myrtle. Another bergamot bouquet is made by mixing 350 parts oil bergamot; 100 parts oil lavender; 200 parts linaloe; 200 parts oil petitgrain; 50 parts oil vetiver; 100 parts oil cananga; 155 parts musk xylene; 200 parts baumarome styrax.

A newly patented form of cleansing compound comprises an alkali bicarbonate, an alkali carbonate and a fat solvent. An example given contains: bicarbonate of soda 250 parts, carbonate of potash 20 parts of a 30 per cent solution, and oil of turpentine 60 parts.—Austrian Pat. No. 109,387.

Products which may be used for hydrolyzing fats, producing emulsions, solid soaps, soap powders, and for washing fabrics in the textile industries are produced by mixing fatty acids such as stearic or palmitic with hydrocarbons such as benzol, toluene or xylene, then treating the mixture with fuming sulfuric acid, thus producing sulfo-fatty-aromatic acids.—British Pat. No. 289,934.

The discoloration of some silk-scouring soaps in storage is said to be due to the oxidation of the unsaturated aliphatic acids. The production of 'ase' or 'sweat' on these soaps has been studied, but no relation between the amount of sweat and the moisture content of the soap has been established. The silk-degumming power of non-oxidized aliphatic acid soap has been found to be greater than that of oxidized soaps; hence the production of sweat marks the deterioration of the soap.—*J. Soc. Dyers Colourists*, 44, 377-9 (1928).

A newly patented polish for metal, leather or furniture consists of: gasoline—6 parts, oil eucalyptus—1 part, infusorial earth—1 part, and one part of an aqueous soap solution which contains 1.25 pounds of soap to each 3 gallons of water. — U. S. Patent No. 1,689,864.

A new method for the determination of unsaponifiable matter in fatty oils, involving extraction with sulfuric ether, rather than petroleic ether is described in *Analyst* 53,632-41, (1928).

Soda Ash
Bicarbonate of Soda
Calcium Chloride
Caustic Soda

IN its absolute control of every factor essential to the production and delivery of its products . . . quarries, refineries, manufacturing plants, warehouses, rail and shipping facilities . . . Michigan is unique in the alkali industry.

This control is directly responsible for Michigan's ability to make immediate delivery in emergencies . . . a feature of Michigan service that has saved many a customer from serious difficulty.



*"Distinguished for its high test
and uniform quality"*

MICHIGAN ALKALI COMPANY

General Sales Department

21 East 40th Street, New York City

Chicago Office: 1316 South Canal Street

Works: Wyandotte, Michigan

Say you saw it in SOAP!

CONTRACTS AWARDED

Colgate-Palmolive-Peet Co., Baltimore, awarded quantity of shaving cream for Carlisle barracks at 19.6c. Also awarded a quantity of "P. O." toilet soap at 6.37c.

Austin, Nichols & Co., Inc., awarded quantity of cordovan shoe polish for Brooklyn Quartermaster at 30.83c.

Be Vier & Co. awarded a quantity of tooth paste for Langley Field Quartermaster at 26.5c.

J. Eveanson & Sons, Inc., Camden, N. J., awarded 2,000 lbs. of chip soap for Frankford Arsenal at 9.125c.

Procter & Gamble Distributing Co. awarded a quantity of washing powder for Fort Thomas at 19c package.

Colgate-Palmolive-Peet Co. awarded a quantity of *Palmolive* soap for Washington Quartermaster at 6.375c. B. B. Barnshaw & Bro. awarded a quantity of *Ivory* soap for same at 6.8c.

Barton Mfg. Co. awarded a quantity of shoe polish for Brooklyn Quartermaster at 65c.

Colgate-Palmolive-Peet Co. awarded quantity of shaving soap for Brooklyn Quartermaster at 3.3c; quantity of shaving soap at 19.6c; quantity of toilet soap at 6.8c. Be Vier & Co. awarded a quantity of tooth powder at 14.8c; quantity of tooth paste at 14c; quantity of tooth paste at 35c. Procter & Gamble Distributing Co. awarded quantity of toilet soap at 3.75c. Austin, Nichols & Co. awarded a quantity of toilet soap at 6.25c.

Colgate-Palmolive-Peet Co. awarded a quantity of creme oil soap for Fort Riley at 6.43c. Lambert Pharmacal Co. awarded quantity of tooth paste at 14.25c.

Be Vier & Co. awarded quantity of shaving cream for Fort Bragg at 19.7c.

Colgate-Palmolive-Peet Co. awarded quantity of shaving soap for Selfridge Field at 21.25c; quantity of *Palmolive* soap at 6.375c.

Lambert Pharmacal Co. awarded quantity of tooth paste at 14.25c.

John Rothschild & Co. awarded quantity of toilet soap for Fort Mason at 6.375c.

Colgate-Palmolive-Peet Co. awarded quantity of *Palmolive* soap for Fort Meade at 6.375c.

Procter & Gamble Distributing Co. awarded quantity of *Ivory* soap for Washington Army College at 6.17c. Be Vier & Co. awarded quantity of shaving soap at 3.4c; quantity of shaving cream at 21c; quantity of stick shaving soap at 21c.

Colgate-Palmolive-Peet Co. awarded quantity of tooth paste for Fort Moultrie at 15.8c tube.

Preston T. Rhodes awarded 996 gals. disinfectant for Philadelphia Marine Corps at 99c gal.

An International Dental Exhibition will be held in Rio de Janeiro, July 14 to 21, 1929, in connection with the Third Latin-American Dental Congress. Manufacturers of dental apparatus, instruments, preparations and supplies will be allowed to advertise their products at the Exhibition. Firms interested in exhibiting should address Luiz Hermann, Filho, Caixa Postal 247, Rio de Janeiro, Brazil.

Production of pilchard oil in British Columbia is reported as follows in a recent dispatch from American Consul Harold S. Tewell, Vancouver, B. C.:

		Oil	Meal
1928	23 plants	3,966,970 gals.	14,473 tons
1927	19 plants	2,666,948 gals.	12,319 tons
1926	15 plants	1,898,721 gals.	8,481 tons

Exports of dental creams from United States during January, 1929, amounted to 256,509 lbs., valued at \$221,471, according to Department of Commerce reports. Exports of other dentifrices totaled 69,198 lbs., worth \$31,307.



Difficult...
yet always
accomplished in

NIAGARA CAUSTIC POTASH

IT is a known fact that Caustic Potash is difficult to produce in a pure state. Much more so, in fact, than is the case with Caustic Soda. Yet Niagara Caustic Potash is outstanding in excellence . . . always.

That is to be expected, for Niagara Alkali was the first in this country to manufacture this essential to soap-making. Today, Niagara is the highest grade of Potash obtainable here or abroad.

The many years of close, expert attention we have given to the development of high quality Caustic Potash . . . and Caustic Soda . . . is your assurance of satisfaction.

NIAGARA ALKALI COMPANY

Associated with Electro Bleaching Gas Co.
Pioneer Manufacturer of Liquid Chlorine

JOSEPH TURNER & CO.
Sales Agents for Caustic Soda and Bleach
19 Cedar Street, New York



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RECORD OF TRADE-MARKS

The following trademarks were published in the April issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Sept. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Tote—This on reverse plate with oval background, describing insecticide. Filed by Tote Chemical Co., New York, Jan. 30, 1929. Claims use since about April, 1928.

Enz-Odr—This in script describing disinfectant. Filed by Republic Laboratories, Inc., Chicago, Jan. 31, 1929. Claims use since Aug. 1, 1928.

Jagged line representing lightning, describing cleaning compound. Filed by Flash Chemical Co., Cambridge, Mass., Dec. 9, 1927. Claims use since July 19, 1905.

Mackie's—This on reverse plate with background of trees, describing cleaning compound. Filed by Mackie Pine Oil Specialty Co., Covington, La., Sept. 28, 1928. Claims use since May 30, 1928.

Clown—This in solid letters describing polish. Filed by Aluminum Cleaner Corp., Philadelphia, Pa., Dec. 29, 1928. Claims use since Aug. 30, 1928.

Shu-Shot Killum—This in solid letters describing insecticide. Filed by D. H. Gray Chemical Laboratory, Brodhead, Ky., Oct. 25, 1928. Claims use since July 15, 1926.

Sani-Tific—This in solid letters describing dentifrice. Filed by Joseph Amster, New York, Nov. 5, 1928. Claims use since Oct. 1, 1928.

Ora-Mint—This in solid letters describing tooth paste. Filed by Mark W. Allen & Co., Detroit, Dec. 26, 1928. Claims use since Dec. 12, 1928.

Twice-A-Week—This in solid letters on designed background, describing tooth powder. Filed by Arthur E. Anderson, Peekskill, N. Y., Jan. 18, 1929. Claims use since Dec. 30, 1928.

West—This in solid letters describing insecticides and disinfectants. Filed by West Disinfecting Co., Long Island City, N. Y., Jan. 24, 1929. Claims use since Dec. 16, 1893.

J. R. Watkins—This in script together with picture of man named, describing soaps. Filed by J. R. Watkins Co., Winona, Minn., Oct. 19, 1928. Claims use since Dec. 29, 1916.

Fel-So—This in solid letters describing scouring powder. Filed by United States Feldspar Corp., Cranberry Creek, N. Y., Dec. 3, 1928. Claims use since April, 1928.

-M-M-M- This in solid letters describing insecticide. Filed by Magic Mist Mfg. Co., Weeetka, Okla., May 28, 1928. Claims use since Jan. 1, 1928.

Oronite—This in solid letters describing insecticides and disinfectants. Filed by Standard Oil Co. of California, San Francisco, Sept. 7, 1928. Claims use since May 25, 1917.

Kilzol—This in outline letters describing insecticides. Filed by Jackson Kellam Barton, Colonial Heights, Va., Nov. 7, 1928. Claims use since December, 1926.

Black Flag—This in solid letters with flag bearing same words on reverse plate, describing insecticides. Filed by Black Flag Co., Baltimore, Jan. 19, 1929. Claims use since Nov. 30, 1928.

General Housework—This in solid letters with drawing of military officer, describing cleansers and polishes. Filed by Oakite Products, Inc., New York, Mar. 9, 1929. Claims use since Mar. 4, 1929.

Norsiko—This in solid and outline letters describing shaving soap. Filed by Siko, Inc., New York, Mar. 13, 1929. Claims use since Oct. 3, 1928.

Aid-A-Day—This in solid letters describing toilet soap. Filed by Darnee, Inc., New York, Mar. 16, 1929. Claims use since Mar. 4, 1929.

Inspiration—This in solid letters describing cleaning preparation. Filed by Gerson Stewart Corp. Co., Cleveland, Mar. 20, 1929. Claims use since Mar. 6, 1929.

Ilak—This in solid letters with figure of dog, describing shampoo. Filed by Ilak Dog Remedies Co., San Diego, Dec. 12, 1928. Claims use since Jan. 1, 1927.

Robert Vegetable Shampoo—This in solid letters describing shampoo. Filed by Robert Enterprises, Inc., New York, Dec. 14, 1928. Claims use since 1922.

A quality product deserves perfect wrapping



The manufacturers of these fine toilet soaps appreciate the importance of a perfectly wrapped, smooth looking package in appealing to feminine taste.

Our machines wrap the soap at high speed, without in any way marring its delicate surface.

If you require a special form of wrapping for your soap, bring your problem to us. We make many different types of machines to fill practically every wrapping need. Get in touch with our nearest office.

PACKAGE MACHINERY COMPANY

Springfield, Massachusetts

New York: 30 Church St.

Chicago: 111 W. Washington St.

London: Baker Perkins, Ltd., Willesden Junction, N. W. 10



PACKAGE MACHINERY COMPANY

Over 150 Million Packages per day are wrapped on our Machines

Say you saw it in SOAP!

Lustro—This in solid letters describing shampoo. Filed by William Cooper & Nephews, Inc., Chicago, Jan. 11, 1929. Claims use since July 1, 1928.

Ox-Oral—This in solid letters describing tooth paste. Filed by Ox-Oral Co., Inc., Louisville, Feb. 18, 1929. Claims use since Oct. 15, 1928.

Orbo—This in solid letters describing tooth paste. Filed by Orbo Co., Dayton, Ohio, Mar. 18, 1929. Claims use since Feb. 10, 1929.

Sun Klean—This in solid letters describing insecticides and disinfectants. Filed by Buxbaum & Stern, Bronx, N. Y., Mar. 21, 1929. Claims use since Mar. 15, 1929.

Circular device with figure of animal, describing metal polish. Filed by Godfrey H. Schneider, Brooklyn, Sept. 15, 1928. Claims use since Aug. 6, 1928.

Rays Wonder Silver Polish—This in solid letters with background of rising sun, describing metal polish. Filed by Rays Products Corp., New York, Nov. 26, 1928. Claims use since Aug. 1, 1928.

Her Smile Is in the Soap—This in script describing soap. Filed by Marcel Franck, Inc., New York, Jan. 5, 1929. Claims use since Dec. 1, 1928.

Richfoam—This in solid letters describing soap. Filed by W. B. McVicker Co., Brooklyn, Feb. 7, 1929. Claims use since Jan., 1929.

Silver Aid—This in outline letters describing polish. Filed by Skerrett Mfg. Co., South Langhorne, Pa., Feb. 9, 1928. Claims use since Feb. 1, 1928.

Sla—This in solid letters with outline borders, describing moth preventative. Filed by Reefer's No-Moth, Inc., New York, Dec. 28, 1928. Claims use since Nov. 23, 1928.

Beavtex—This in solid letters describing shoe and leather polishes. Filed by Steele-Lobell Co., Baltimore, Dec. 18, 1928. Claims use since July, 1921.

Victoria—This in outline letters on pictured label, describing shoe polish. Filed by Omega Shoe Polish Co., Los Angeles, Dec. 26, 1928. Claims use since on or about May 10, 1928.

Big-Pay—This in solid letters describing toilet and laundry soap. Filed by J. C. Penney Co., Wilmington, Feb. 21, 1929. Claims use since Jan. 17, 1929.

Silversol—This in solid letters on design of sun, describing liquid metal polish. Filed by Piedmont Chemical Co., Atlanta, Ga., Mar. 2, 1929. Claims use since about Jan. 15, 1929.

(Continued on page 117)

New Patents

Conducted by

LANCASTER & ALLWINE

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

No. 1,707,334. Filler for Soap. Patented April 2, 1929, by Eugene Unfried, of West Orange, New Jersey. A flat filler for a cake of soap, made of a water insoluble non-saponaceous material gradually diminishing in thickness from the periphery towards the center thereof.

No. 1,708,916. Water-Softening Apparatus. Patented April 9, 1929, by Charles P. Eisenhauer, of Dayton, Ohio, assignor to The Duro Company of Dayton, Ohio, a Corporation of Ohio. In a water softener having a container for brine and a container for softening material, mechanism for interconnecting said containers comprising a casing divided into first and second compartments, a U-shaped pipe open at its ends and at the bottom thereof, and communicating with the respective compartments, means of delivering liquid to said first compartment, a partition in said second compartment, means of delivering brine into said second compartment to one side of said partition, means of delivering fresh water into said second compartment on the other side of said partition.

No. 1,709,294. Composition of Soap Paste. Patented April 16, 1929, by John Morris Weiss of New York and Charles Raymond Downs of Yonkers, New York, assignors to Weiss & Downs, Inc., New York, N. Y., a Corporation of New York. A soap paste, comprising a mixture of an ester of a dibasic organic acid, water, neutral fatty acid soap and colloidal clay which has the property of swelling by absorption of a large volume of water.

MYSORE GOVERNMENT

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and
Manufacturers of Perfumery Products*

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

*For your own protection, insist on
Original Cans and Cases*

PACKED IN 100-LB. CASES—EACH CASE
CONTAINS 4 25-LB. TINS
SUPPLIED ONLY THROUGH YOUR JOBBER

COX, ASPDEN & FLETCHER

Sole Agents in U. S. A.

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NEW YORK CITY
CABLE ADDRESS—COXASPEN, N. Y.

Say you saw it in SOAP!

Market Report on ESSENTIAL OILS AND AROMATICS

(As of May 7, 1929)

NEW YORK—The market for essential oils and aromatic chemicals, which was in very strong position at the close of the last period, weakened in several instances during the past month. The marketing of large quantities of domestic orange oil caused a break in the price of both domestic and imported orange, with accompanying weakness in lemon. Bergamot oil was also priced lower in sympathy with orange and lemon. Peppermint was also priced lower, as was anise. On the other hand, geranium and sassafras showed continued firmness, and advanced in price. Oil cedarleaf and citronello were also very firm.

OIL ANISE

This oil showed weakness at the high price levels recently reached, with the result that quotations were shaded by numerous suppliers. Material could be bought as low as 70c lb., up to 73c.

OIL BERGAMOT

To keep in step with other competing oils, suppliers were forced to reduce bergamot prices on spot, in spite of the fact that the situation abroad continues firm. Rates for future shipments were not reduced, but spot oil could be bought at \$4.35 lb.

OIL CASSIA

Cassia was unchanged in price, at \$1.70 to \$1.85 lb. As the period closed the market showed a tendency to weaken.

OIL CEDARLEAF

Even though the distilling season will soon be at its height, producers refuse to reduce prices on cedarleaf. It is quoted at 90c to \$1.10 lb., with some ideas even higher.

OIL GERANIUM

Producers abroad were reported as bullish



Integrity & Organization Are Behind The D&O Label

AROMATIC CHEMICALS

The quality of our aromatic chemicals is of the very highest standard. Foreign—or byodors so frequently found in aromatics are extraordinarily absent in the products supplied under our label.

Jasminaldehyde—a pure alpha compound free from chlorinated by-products.

Citral—one of our specialties. The basic material of Ionone.

Cinnamic Aldehyde—99/100% pure. Free from chlorine.

Ceraniol—We supply different grades of this product suitable for use in the high priced as well as the cheaper soap products.

Ionones, Iraldeines, Saponones—Confer with us as to the quality best suited for your particular purpose. Samples and our prices are at your disposal. We furnish a complete line of this important group of products.

DODGE & OLCOTT COMPANY

87 Fulton Street New York City

The integrity of the house is reflected in the quality of its products

Why Certain **THEATRE SPRAYS** are preferred—



RYLAND BUILDING

WHAT singles out a theatre spray for permanent preference? A well chosen name? Skill in manufacturing? Economy? Covering ability? All are essential; but in the last analysis it is very largely the freshness, the novelty and the agreeable effect of the odor on the theatre's patrons that leaves the most lasting impression on the buyer's mind.

Our compounded theatre spray bouquets are designed to fulfill this important purpose in every sense of the word.

Other of our compounded bouquets may help to improve your

Theatre Sprays

Deodorants

Para Products

Insecticides

Write for Samples



H. C. RYLAND, INC.

161-163 WATER STREET

NEW YORK, N. Y.

MANUFACTURERS

IMPORTERS

EXPORTERS

Essential Oils and Aromatic Chemicals

Linalyl Acetate

Terpinyl Acetate

Geranyl Acetate

True to test - - True to odor

We shall be pleased to submit samples and quotations on request. Stocks available in New York.

P. R. DREYER INC.

26 CLIFF STREET - - - - - NEW YORK

Sole U. S. Agents for

VANILLIN-FABRIK G.M.
HAMBURG-BILLBROOK B.H.

TELEGR.-ADR. VANILLINFABRIK • TEL. SAMMELNUMMER D8 3432



Say you saw it in SOAP!

on this oil. African was quoted at \$4.35 to \$4.50 in cans, with Bourbon in tins at \$4.60 to \$4.75.

OIL LAVENDER

No change was observed in the lavender situation during the recent period. A wide range of prices continued to prevail for the various grades of oil. Quotations ranged from \$2.75 to \$5.00 lb. according to quality.

OILS ORANGE AND LEMON

Large amounts of domestic orange oil were brought out by recent high offerings, causing a recession in price on all grades of orange and lemon oil. There was ample domestic oil to satisfy demand due to the severe frosts which spoiled fruit for edible purposes, and thus turned it into commercial channels. This addition to stocks took the edge off the orange and lemon situation, and started a series of drops in quotations.

OIL SANDALWOOD

Stocks of sandalwood oil are still very scarce, with deliveries uncertain. The nominal price remains at \$8.50 lb. Second hands command a considerable premium above this base figure.

OIL SASSAFRAS

Artificial sassafras continued at the high levels established recently, with rumors that continued high prices on raw material might mean higher prices for oil sassafras. Artificial oil was priced at 36c to 38c lb.

Syntharome Laboratories, Inc., New York, producers of aromatic chemicals and other perfuming materials, have taken over the equipment of the plant formerly operated at 166 Vernon Ave., Long Island City, by Pierre Lemoine, Inc. Before Pierre Lemoine took over the plant, it was operated as the Vernon Synthetic Chemical Co. Dr. Perry N. Zang, in charge of Syntharome production, expects that this added equipment will provide satisfactorily for further expansion of the business. Pierre Lemoine are continuing their importing and compounding business, on Varick street, having discontinued operation of the Long Island City plant some time ago.

William H. Rowse is now associated with Norda Essential Oil and Chemical Co., New York, as treasurer and sales manager, having recently resigned his position as vice-president in charge of sales of Morana, Inc. Mr. Rowse has been well known in the essential oil field for a number of years.

JASMIN SAVON F

A strong, sweet lasting Jasmin perfume for toilet soaps, etc.

Price \$3.00 per pound.

Write for trial pound or free sample.

BAUMODORS

Low cost soluble resins of particular interest to soapmakers

AROMATIC CHEMICALS

Superior quality at reasonable prices

Benj. French, Inc.

160 FIFTH AVENUE

NEW YORK

Agents for
Descollonges Freres
Lyon, France

Agents for
Pilar Freres
Grasse, France

"COLUMBIA BRAND"

Caustic Soda

Solid - Flake
Ground - Liquid



Soda Ash

Light - Dense

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

Quality -- Service

Address all communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

Say you saw it in SOAP!

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of May 7, 1929)

NEW YORK—The market for soap and disinfectant chemicals was a very quiet affair during the period just closed. There were no price changes of any importance, except in the case of the rosins. Consumption of alkalis continued heavy, with prices unchanged. Rosins declined in price as new material reached distributing centers. C. P. glycerin was shaded in price, but the other types remained at last period's quotations. Phenol continued very short on spot, at an unusually high price. The other coal tar products were steady and unchanged in price.

ALKALIS

Heavy consumption of soda ash, caustic soda and caustic potash continued to give a strong undertone to the chemical market. Material is moving rapidly from productive centers into the hands of consumers, with little opportunity for stocks to accumulate. The outlook is good

for a continuance of the present record consumption, with industrial prosperity showing no signs of weakening.

COAL TAR PRODUCTS

Phenol continued to be priced abnormally high, due to the present acute spot shortage. Spot material was changing hands at 14½ to 15c lb. as the period closed, although parties under contract were being freely supplied at the contract rates.

GLYCERIN

In a very quiet market prices on glycerin remained the same, except in the case of C. P. which was ½c lower at 15c to 16c lb. Dynamite was still quoted at 11½ to 11¾ lb., with saponification at 8¼ to 8½c lb., and soaplye at 7c to 7½c lb.

ROSIN

As new stocks continued to reach the shipping centers in good quantity, rosin prices declined on almost all grades. Deliveries were

THE NEWPORT PRODUCTS

*for
soap
makers*

TETRALIN and HEXALIN

**Hydrogenated Coal Tar Bases with
High Boiling Points and
Better Dissolving Properties**

for oils, waxes, greases and fats than the solvents commonly used—therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



**The Newport Chemical Works, Inc.
Passaic, New Jersey**

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

"Paradi"

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorobenzene

HOOKER Paradichlorobenzene is specially prepared for use in the manufacture of Moth Preventives and Deodorizing Products. It is available for immediate shipment in 50, 100, or 200 pound barrels.

Other Chemicals manufactured by

HOOKER ELECTROCHEMICAL COMPANY

Caustic Soda—Liquid Chlorine—Bleaching Powder—Muriatic Acid—
Monochlorobenzene—Benzoate of Soda—Benzoic Acid—Benzoyl
Chloride—Benzyl Alcohol—Antimony Trichloride—Ferric Chloride—
Sulphur Monochloride—Sulphur Dichloride—Sulphuryl Chloride—Salt.

HOOKER ELECTROCHEMICAL CO.

Eastern
Sales Office:
25 Pine Street, New York
Plant:
Niagara Falls, N. Y.



Western
Sales Office:
Tacoma, Washington
Plant:
Tacoma, Washington

Say you saw it in SOAP!

unaffected by the recent disturbed weather conditions in the South. Closing prices were: grade B, \$7.50; H, \$8.48; K, 8.50; N, \$9.15; WG, \$9.55; WW \$10.05 wood, works, \$6.40.

MISCELLANEOUS

Menthol cases were quoted higher at \$5.40 to \$5.65 a pound. After its recent advance pine oil was stable at 67c to 72c gal. Insect powder of a good grade could still be obtained at 42c to 44c lb.

Gibraltar Corrugated Box Co., North Bergen, N. J., announces that Eugene Nugent, formerly superintendent of the New London, Conn., plant of the Robert Gair Co., has joined the company as superintendent. The Gibraltar company is operating a modern concrete and steel corrugating and box making plant, of daylight construction, which was especially designed for the company three years ago by Edwin Abrahamsen, now vice president and general manager. The company moved into the new plant from the Bush Terminal, Brooklyn, where the factory had been located for seven years. All of the old equipment was discarded, the new factory having been made thoroughly up to date throughout. The plant has a capacity of 15 cars of corrugated boxes per day, having 92,000 square feet of floor space available.

Pylam Products Co., New York, manufacturers of soap and paradichlorobenzene colors and "Pylafoam," a lathering agent, have opened an office at 53 Park Place. They will continue to maintain a laboratory and warehouse at 799 Greenwich St. as well as a factory at Elizabeth, N. J. S. N. Cummings, head of the company, says the move to the new office was decided on as a convenience to the trade, the former office location having been somewhat hard to get to.

Pressed Steel Tank Co., Milwaukee, has just purchased the assets of Seamless Steel Products Corp., also of Milwaukee, which will be operated as a wholly-owned subsidiary. No change in the personnel of either organization is planned for the present.

Continental Can Co., New York and Chicago, has just purchased McDonald Machine Co., Chicago, makers of can-making machinery. The McDonald organization, established in 1903, is one of the leading manufacturers in its line.


J. C. Penney now controls 1,212 chain stores as a result of the recent purchase of 117 Golden Rule stores, situated in western territory. They were formerly operated by J. B. Byars Co. and J. N. McCracken Co.

When You Need TRI SODIUM PHOSPHATE

and your Production Manager phones up to your purchasing department to "**Rush that requisition for T.S.P. — we're nearly out!**" — just wire our nearest branch and we will **ship immediately** — whether it's a bag, barrel or carload. With ample stocks in our 19 branches and warehouses all over the country, we can give you **SERVICE** and the quality is always the highest, of course — **Grasselli Grade**.

THE GRASSELLI CHEMICAL CO.
Established 1839 CLEVELAND

Branches and Warehouses:	
Albany Birmingham Boston Brooklyn Charlotte Chicago	Cincinnati Detroit Milwaukee Newark New Haven New Orleans

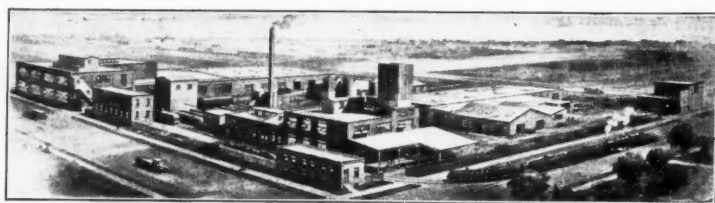


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Palm Kernel Oil

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*Rice Oil — Sheanut Oil — Sun Flower
Oil — Soya Bean Oil — Sesame Oil*

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8-10 Bridge Street

New York

Say you saw it in SOAP!

Market Report on TALLOW, GREASES AND OILS

(As of May 7, 1929)

NEW YORK—The prices of oils, fats and greases continued downward throughout the period. Price changes were numerous, all of them representing declines to lower levels. Coconut oil, copra and corn oil continued to decline. Cottonseed oil reached a low level for the season, making trading in crude oil nominal. Greases were all priced lower, and lard declined latterly. Red oil was unchanged, but stearic acid prices were shaded at the close of the period. Tallow was priced substantially lower. Olive oil, olive foots, palm oil and palm kernel oil were all slightly lower.

COCONUT OIL

The general weakness of the market caused a decline in the price of coconut oil. Prices were $\frac{3}{8}$ c to $\frac{1}{2}$ c lb. lower on all grades at the close of the period. Copra quotations declined to $\frac{4}{8}$ c lb.

CORN OIL

Corn oil continued to decline during the

period, and was quoted $\frac{3}{8}$ c lb. lower at the close. Tanks were offered at 8c to $\frac{8}{16}$ c lb., with bbls. at $10\frac{3}{4}$ c. The general weakness of the market, resulting from uncertainty as to contemplated tariff action, accounted to some extent for this decline as well as for many others.

COTTONSEED OIL

This oil declined further during the period, reaching a low price for the season. Crude was quoted at $8\frac{1}{8}$ c to $8\frac{1}{4}$ c lb., with P. S. Y. at $9\frac{1}{2}$ c to $9\frac{3}{4}$ c lb. Preliminary reports gave expectation of a good cotton crop.

GREASE AND LARD

Prices on all greases were lower in step with the rest of the market. Lard held steady until about the close of the period, and then declined $\frac{1}{4}$ c to $11\frac{3}{4}$ c lb.

OLIVE OIL AND OLIVE OIL FOOTS

The market on these oils was comparatively quiet, and price declines occurred during the

Stearic Acid

**Double and Triple Pressed—
Cakes and Powder**

Especially suitable for use in the manufacture of shaving creams, textile soaps, metal polishes, textile specialties and related products.

Large production insures the uniformity of Emery stearic acid and is your guarantee that we can meet your demands for quality and service day in and day out. May we quote on your next requirements?

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Special Olive Elaine — Single and
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Special Olive Elaine is recommended by the N. A. D. C. for use in dry cleaning soaps. Emery Elaines will improve your soaps, polishes and similar products. Our Saponified and Distilled oils are the standards for the industry.

These oils run absolutely uniform, with an unusually low percentage of unsaponifiable material. Shipments can be made on short notice, from warehouse stocks located throughout the country.

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VEGETABLE OILS

OLIVE OIL
OLIVE OIL FOOTS
COTTONSEED OIL
SOYA BEAN OILSESAME OIL
PALM OIL
PALM KERNEL OIL
COCOANUT OIL

RAPESEED OIL

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period. Quotations were \$1.30 to \$1.35 gal. for denatured oil in bbls. Foots were priced at 10c to 10½c lb.

RED OIL AND STEARIC ACID

There was no change in the price of red oil during the period. Stearic acid also held steady until the close, but then declined ¼ to ½c lb. T. P. material was priced at 17¾c to 18¼c lb., with D. P. at 16c to 16½c lb.

PALM AND PALM KERNEL OILS

Easier conditions in competing products resulted in lower prices for Palm and Palm kernel oil. Lagos was quoted at 8¼c to 8½c lb., with Niger at 8c lb.

TALLOW

Quotations on tallow were reduced during the period, closing at 8½c to 8¾c lb. for fancy. City extra was priced at 7¾c lb.

With the Norwegian whale oil season drawing to a close, eighteen of the nineteen expeditions have reported, showing a yield of 1,030,425 bbls. for the season. At the end of last year's season, the twelve reporting expeditions showed production of 641,600 bbls. From London comes the report that one of the Dutch concerns in the Norwegian whale oil pool has passed to the control of the large European margarine combine.

Industrial Chemical Sales Co., 230 Park Ave., New York, recently issued a booklet dealing with the application of activated carbons to the refining of vegetable oils, fats and greases. Another special leaflet deals with the recovery of dry cleaners' solvent.

Acme Oil Corp., Chicago, manufacturers and jobbers of animal and vegetable oils, and fatty acids, moved its offices from 189 North Clark St. to 800 North Clark St. on May 1. The telephone number is now Superior 7000.

Brown-Edwards Co., New York, announce the removal of their offices from 2 Rector St. to 40 Rector St. The telephone is unchanged, Whitehall 6742.

Glidden Co. reports a net profit of \$921,772 for the five months ended March 31, 1929, after deducting for depreciation federal taxes and preferred dividends. This amounts to \$1.44 a share on the 500,000 shares of common stock outstanding, as compared with 76c a share earned on the 400,000 outstanding shares during the same period last year.

Gilmont Products Corp., makers of Nu-Way tooth paste, recently leased the twelfth floor of the building at 121 Varick St., New York.

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Cochin and Ceylon Grade COCOANUT OILS

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Corn Oil Fatty Acid
Edible Cocoanut Oil
Cochin Type Cocoanut Oil
White Ceylon Grade Cocoanut Oil
Cocoanut Oil Fatty Acid
Soya Bean Oil Fatty Acid

Refined Palm Kernel Oil
Palm Kernel Oil
Mustardseed Oil
Peanut Oil Fatty Acid
Cottonseed Oil
Diamond "G" Bleached Beeswax
Purified Decolorizing Carbon
English China Clay "AA" Grade Bolted

THE GLIDDEN FOOD PRODUCTS CO.

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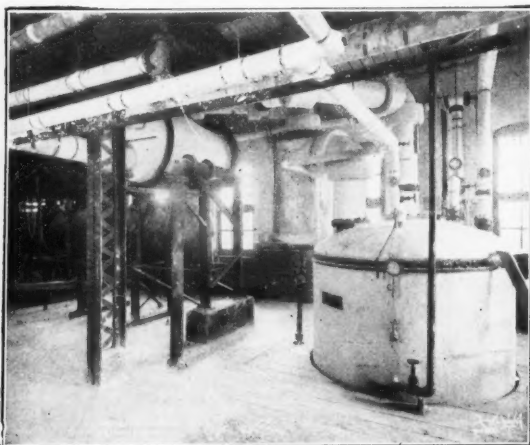
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Through the new Federal Spray Congealed Process, *GLOBO Tri-Sodium Phosphate is of uniform globular shaped crystal size—flows freely and is quickly soluble, thus meeting all the requirements for a new improved water softener and cleaning compound. In *GLOBO you get a new standard of quality and value with no increase in price. Place your order for a sample keg, bag or barrel today for immediate shipment.

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200 pound bags

325 pound barrels

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DIVISION OF
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Acetone-
Acid, B-
Cresyl
37-39
Formic
Oxalic
Salicylic
Adeps L.
Anhyd-
Alcohol,
Complete
Alum, p-
Ammonia
Ammonia
Bay Rum
St. Tho-
Domest-
Benzalde-
Technic
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Borax, p-
Carbon T-
Carbon T-
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Cresol, U-
Creosote
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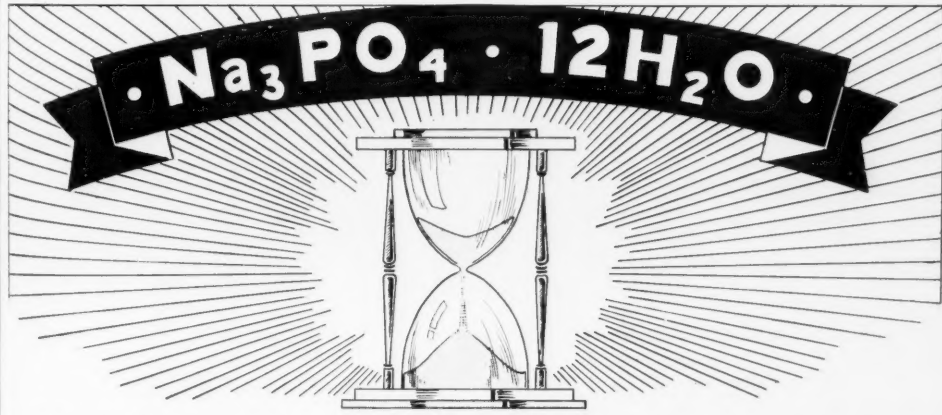
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VICTO-
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CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P. drums	.15	.17
Acid, Boric, bbls., 97%	.05 3/4	.06 1/4
Cresylic, 97%, dk., drums	.58	.70
97-99%, pale drums	.65	.78
Formic, 85%, tech.	.11	.12
Oxalic, bbls.	.11	.12 1/4
Salicylic, tech.	.37	.42
Adeps Lanae, hydrous, bbls.	.14 1/2	.15
Anhydrous, bbls.	.15 1/2	.16
Alcohol, Ethyl, U. S. P., bbls.	2.67	2.80
Complete Denat., No. 5, drums, ex. gal.	.49	.57
Alum, potash, lump, lb.	.03	.03-1/10
Ammonia Water, 26° drums wks.	.03	.03 1/2
Ammonium Carbonate, tech., bbls.	.08 1/4	.13
Bay Rum, Porto Rico, denat., bbls. gal.	.80	.85
St. Thomas, bbls.	.80	.85
Domestic, bbls.	.70	.75
Benzaldehyde, U. S. P.	1.15	1.30
Technical	.60	.65
Bleaching Powder, drums, 100 lb.	2.00	2.60
Borax, pd., cryst., bbls., kgs.	.02 3/4	.03 1/2
Carbon Tetrachloride, car lots	—	.06 1/4
Carbon Tetrachloride, L. C. L.	.06 1/2	.10
Caustic, see Soda Caustic, Potash Caustic		
China Clay, filler	10.00	25.00
Cresol, U. S. P., drums	.14	.17
Cresote Oil, tanks	.13	.16
Formaldehyde, bbls.	.09 3/4	.10
Gullers Earth	15.00	30.00
Glycerin, C. P., drums	.15	.16
Dynamite, drums	.11 1/2	.11 3/4
Saponification, tanks	.08 1/4	.08 1/2
Soaps, Lye, tanks	.07	.07 1/2

Hexalin, drums	—	.60
Kieselguhr, bags	30.00	60.00
Lanolin, see Adeps Lanae.		
Lime, live, bbls., per bbl.	1.70	2.25
Menthol, cases	5.40	5.65
Synthetic, tins	3.00	3.75
Mercury Bichloride, kegs	1.65	1.80
Naphthalene, ref. flakes, bbls.	.04 1/2	.05 1/2
Nitrobenzene (Mylbane) drums	.09 1/2	.11
Paradichlorobenzene, bbls.	.17	.18
Paraformaldehyde, kegs	.45	.47 1/2
Petrolatum, bbls. (as to color)	.03	.08 3/4
Phenol (Carbolic Acid), drums.	.14 1/2	.15
Pine Oil, bbls.	.67	.72
Potash, Caustic, drums	.07 1/4	.07 3/8
Flake	.07 1/2	.09
Potassium Bichromate, casks	.09	.09 3/4
Pumice Stone, powd.	100 lb.	2.50 4.00
Rosins (600 lb. bbls. gross for net)		
Grade B to H, basis 280 lb.	7.50	8.48
Grade K to N	8.50	9.15
Grade WG and WW	9.55	10.05
Wood, works	—	6.40
Rotten Stone, powd., bbls.	.02 1/2	.04 1/2
Silica, Ref., floated	22.00	30.00
Soap, Mottled 40 lb. box	.15	—
Powdered White, U. S. P.	.29	.30
Green, U. S. P.	.06 3/4	.07
Whale Oil, bbls.	.04	.05 1/4
Soda Ash., Contract, wks., bags, bbls.,		
100 lb.	1.34 1/2	1.57 1/2
Five bbls., up, local	2.29	2.44
Soda Caustic, Cont., wks., sld.	2.95	—
Five drums up, solid, local	3.76	3.91
Five drums up, grnd. flk.	4.16	4.31
Soda Sal, bbls.	100 lb.	.90 1.15



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Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

Carbon Tetrachloride

"STAUFFER BRAND" Carbon Tetrachloride will make a good cleaner better. It is 99.9% pure, the purest obtainable anywhere, is water white and is absolutely free from residue or residual odor. May we work with you when you are next in the market? Let us submit samples and prices. Anything from a drum up.

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(Lanolin—Adeps Lanae Merck)

Particularly adapted for shaving creams, soaps, and other toilet preparations. Free from the impurities usually found in ordinary Lanolin.

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May,

Soda,
Sodium
Sodium
Sodium
Sodium

Sodium
Drum
In ta
Tar Ac
Zinc O
Zinc S

Castor,
No. 1

Cocoon
Tank
Fatty

Cod, N

Copra,

Corn, t

Bbls.

Fatty

Cottons

PSY

Fatty

Degrass

Englis

Germa

Neutr

Greases

Yellow

Brown

House

Bone

Lard, p

Comp

Lard O

Extra

Extra

No. 2,

Soda, Sesquicarbonate, bbls....100 lb.	3.00	3.75
Sodium Bifluoride	17½	.19
Sodium Chloride (Salt)	15.00	20.00
Sodium Fluoride, bbls. ....ton	.08½	.10
Sodium Hydrosulphite, bbls. ....lb.	.23	.27
Sodium Phosphate, bbls. ....lb.	.03-9/10	.04½
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drum..100 lb.	.70	.80
Drums, 60 deg., wks. ....100 lb.	1.65	—
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25% .....	.26	.30
Zinc Oxide, lead free .....	.96%	.97
Zinc Stearate, bbls. ....lb.	.24	.26

Oils—Fats—Greases

Castor, No. 1, bbls. ....lb.	.13¾	.14
No. 3, bbls. ....lb.	.13¼	.13½
Coconut, tanks, N. Y. ....lb.	.07½	.07¾
Tanks, Coast .....	.07¼	.07¾
Fatty acids, mill, tanks .....	.11¾	—
Cod, Newfoundland, bbls. ....gal.	.63	.64
Copra, bags, Coast .....	.04½	—
Corn, tank, mills .....	.08	.08¼
Bbls., N. Y. ....lb.	.10¾	—
Fatty acid .....	.10¾	—
Cottonseed, crude, tanks, mill....lb.	.08	.08¼
PSY .....	.09½	.09¾
Fatty Acids, mill, bbls. ....lb.	.11	—
Degras, Amer., bbls. ....lb.	.04¼	.05½
English, bbls. ....lb.	.05	.05¼
German, bbls. ....lb.	.03¾	.04¾
Neutral, bbls. ....lb.	.07¾	.09½
Greases, choice white, bbls., N. Y..lb.	.08	.09¾
Yellow .....	.07¼	.07¾
Brown .....	.07	.07¾
House .....	.07¼	.07¾
Bone Naphtha .....	.07¼	—
Lard, prime, steam, tierces.....lb.	.11¾	—
Compound tierces .....	.11½	.11¾
Lard Oil, edible prime	—	.15¼
Extra, bbls. ....lb.	—	.13¼
Extra, No. 1 bbls. ....lb.	—	.13
No. 2, bbls. ....lb.	—	.12¼

Linseed, raw, bbls., spot .....	.1010	.1090
Tanks, raw	—	.0930
Boiled, 5 bbls. lots	—	.1130
Menhaden, Crude, tanks, Balt....gal.	—	Nom.
Light pressed, bbls. ....gal.	.71	.73
Yellow, bleached, bbls. ....lb.	.73	.75
Extra bleached, bbls. ....lb.	.76	.78
Oleo Oil, No. 1, bbls., N. Y. ....lb.	.11¼	.11½
No. 2, bbl., N. Y. ....lb.	.10¾	.11
No. 3, bbls., N. Y. ....lb.	—	.10½
Olive, denatured, bbls., N. Y. ....gal.	1.30	1.35
Shipments	1.25	1.27
Foots, bbls., N. Y. ....lb.	.10	.10½
Shipments .....	.10	.10¼
Palm, Lagos, casks spot .....	.08¼	.08½
Shipments .....	.07½	—
Niger casks, spot	—	.08
Shipments	—	.07¼
Palm Kernel, pkgs. ....lb.	.08½	.08¾
Tank cars .....	.07¾	.07¾
Peanut, refined, bbls., N. Y. ....lb.	.13¼	.13½
Crude, bbls., N. Y. ....lb.	.11½	.11¾
Fatty acid .....	.07½	.08
Red Oil, distilled, bbls. ....lb.	.11½	.11¾
Saponified, bbls. ....lb.	.11¾	.11¾
Tanks .....	.10¼	—
Soya Bean, crude tks., Pac. Coast..lb.	—	.09
Crude, bbls., N. Y. ....lb.	—	.11¾
Refined, bbls., N. Y. ....lb.	.13¼	.13¾
Fatty acid .....	.07½	.08
Stearic Acid		
Double Pressed .....	.16	.16½
Triple pressed, bgs. ....lb.	.17¾	.18¼
Stearine, oleo, bbls. ....lb.	.10	.10¼
Tallow, fancy, f. o. b. plant.....lb.	.08¾	.08¾
City, ex. loose, f. o. b. plant....lb.	.07¾	—
Tallow oils, acidless, tanks, N. Y..lb.	—	.11
Bbls., c/1, N. Y. ....lb.	—	.11¼
Whale, nat. winter bbls., N. Y....lb.	—	.78
Blehd., winter, bbls., N. Y....gal.	—	.80
Extra blehd., bbls., N. Y.gal.	—	.82



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SODA**

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Lilac No. 1931	\$3.00 per lb.
Lemon No. 622	\$6.00 per lb.
Rose No. 1556	\$6.00 per lb.

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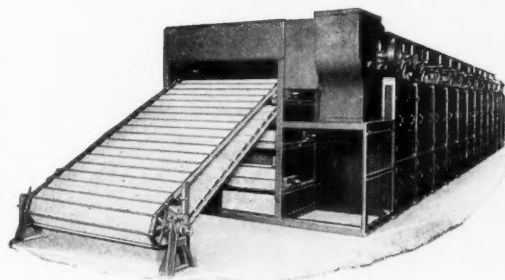
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Essential Oils

Almond, Bitter, U. S. P.lb.	2.75	3.00
Bitter, F. F. P. A.lb.	2.90	3.75
Sweet, canslb.	.72	.76
Apricot, Kernel, cans ....lb.	.42	.44
Anise, cans ....lb.	—	—
U. S. P. cans ....lb.	.70	.73
Bay, tins ....lb.	2.50	2.80
Bergamot, coppers ....lb.	4.35	4.50
Artificial ....lb.	2.00	3.25
Birch Tar, rect., bot. ....lb.	.40	.45
Crude, tins ....lb.	.11	.14
Bois de Rose, Brazilian ....lb.	1.50	1.60
Cayenne ....lb.	2.00	2.35
Cade, cans ....lb.	.25	.26
Cajuput, native, tins ....lb.	.70	.75
Calamus, bot. ....lb.	3.25	3.50
Camphor, Sassy, drums ....lb.	.20	.22
White, drums ....lb.	.19	.20
Cananga, native, tins ....lb.	2.90	3.00
Rectified, tins ....lb.	3.65	3.85
Caraway Seed ....lb.	1.85	1.95
Cassia, 80-85% ....lb.	—	—
Redistilled, U. S. P., cans ....lb.	1.70	1.85
Cedar Leaf, tins ....lb.	.90	1.10
Cedar Wood, light, drums ....lb.	.26	.28
Citronella, Java, drums ....lb.	.49	.52
Citronella, Ceylon, drums ....lb.	.46	.48
Cloves, U. S. P., cans ....lb.	2.55	2.60
Copaiba ....lb.	.60	.70
Eucalyptus, Austl., U. S. P., cans—lb.	.55	.58
Fennel, U. S. P., tins ....lb.	.80	.90

Geranium, African, cans ....lb.	4.35	4.50
Bourbon, tins ....lb.	4.60	4.75
Hemlock, tins ....lb.	.95	1.10
Lavender, U. S. P., tins ....lb.	2.75	5.00
Spike, Spanish, cans ....lb.	.90	1.10
Lemon, Ital., U. S. P. ....lb.	4.50	4.70
Lemongrass, native, cans ....lb.	.80	.82
Linaloe, Mex., cases ....lb.	2.50	2.60
Neroli, Artificial ....lb.	10.00	20.00
Nutmeg, U. S. P., tins ....lb.	1.80	1.90
Orange, Sweet, W. Ind., tins ....lb.	5.55	5.75
Italian, cop. ....lb.	5.75	6.00
Distilled ....lb.	4.50	4.75
Origanum, cans tech. ....lb.	.25	.30
Patchouli ....lb.	5.25	5.90
Pennyroyal, dom. ....lb.	1.80	2.00
Imported ....lb.	1.20	1.30
Peppermint, nat. cases ....lb.	2.90	3.00
Redis., U. C. P., cases ....lb.	3.20	3.30
Petit Grain, S. A., tins ....lb.	1.90	2.10
Pine Needle, Siberian ....lb.	.65	.70
Pinus Pumilio, U. S. P. ....lb.	2.50	2.85
Rose, French ....oz.	11.00	12.00
Bulgarian ....oz.	12.00	15.00
Artificial ....oz.	2.00	2.75
Rosemary, U. S. P., drums ....lb.	.44	.50
Tech., lb. tins ....lb.	.30	.35
Sandalwood, E. Ind., U. S. P. ....lb.	8.50	9.00
W. Indian (Amyris) ....lb.	2.45	2.50
Sassafras, U. S. P. ....lb.	.50	1.10
Artificial ....lb.	.36	.39
Spearmint, U. S. P. ....lb.	4.15	4.35
Thyme, red, U. S. P. ....lb.	.72	.74
White, U. S. P. ....lb.	.82	.84
Tech. ....lb.	.60	.70
Vetivert, Bourbonlb.	6.00	9.00
Javalb.	20.00	22.00
Ylang Ylang, Bourbonlb.	9.00	12.00

On Drying Soap ~



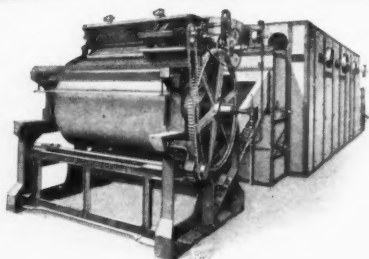
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Benzyl Acetatelb.	.95	1.25
Alcohollb.	1.25	1.35
Citrallb.	2.75	4.00
Citronellallb.	2.75	4.00
Citronellol ....lb.	3.50	5.00
Citronellyl Acetate ....lb.	13.00	14.00
Coumarin ....lb.	3.40	4.00
Diphenyl oxide ....lb.	.90	1.15
Eucalyptol U. S. P. ....lb.	1.00	1.05
Eugenol, U. S. P. ....lb.	4.25	4.35
Geraniol, Domestic ....lb.	1.35	2.00
Imported ....lb.	2.00	5.00
Geranyl Acetate ....lb.	2.50	3.00
Heliotropin, dom. ....lb.	1.75	3.00
Hydroxycitronellal ....lb.	10.00	11.00
Indol, CP ....oz.	6.00	6.50
Ionone ....lb.	5.00	10.00
Iso-Eugenol ....lb.	4.75	5.00
Linalool ....lb.	3.00	5.00
Linalyl Acetate ....lb.	3.50	7.50
Menthol ....lb.	5.40	5.65
Methyl Acetophenone ....lb.	3.75	4.25
Anthranilate ....lb.	2.25	2.40
Paracresol ....lb.	8.00	9.00
Salicylate, U. S. P. ....lb.	.40	.43
Mirbane, rect. ....lb.	.10	.12
Musk Ambrette ....lb.	6.50	7.00
Ketone ....lb.	7.50	8.00
Xylene ....lb.	2.15	2.75

Phenylacetaldehyde ....lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot. ....lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot. ....lb.	4.50	6.50
Rhodinol ....lb.	6.25	9.00
Safrol ....lb.	.40	.42
Terpineol, CP, 1,000 lb. drs. ....lb.	.34	.36
Cans ....lb.	.36	.38
Terpinyl Acetate, 25 lb. cans ....lb.	.90	1.15
Thymol, U. S. P. ....lb.	2.20	2.40
Vanillin, U. S. P. ....lb.	6.25	7.00
Yara Yara ....lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls. ....lb.	.42	.44
Concentrated Extract ....gal.	2.75	3.00
Gums—		
Arabic, Amb. Sts. ....lb.	.13	.14
White, powdered ....lb.	.18	.22
Karaya ....lb.	.12	.20
Tragacanth, Aleppo, No. 1 ....lb.	1.28	1.40
Sorts ....lb.	.50	—
Turkish, No. 1 ....lb.	1.00	—
Pine Oil, stm. dist. ....gal.	.67	.69
Tar Oil, bbls. dist. ....gal.	.50	.52
Commercial Grade ....gal.	.42	.44
Waxes—		
Bayberry, bgs. ....lb.	.28	.30
Bees, white ....lb.	.50	.52
African, bgs. ....lb.	.34	.35
Refined, yel. ....lb.	.41	.42
Candelilla, bgs. ....lb.	.22	.24
Carnauba, No. 1 ....lb.	.36	.40
No. 2, Yel.lb.	.30	.34
No. 3, Chalkylb.	.25	.27
Japan, caseslb.	.17	.18
Paraffin, ref. 125-130lb.	.05	.05½

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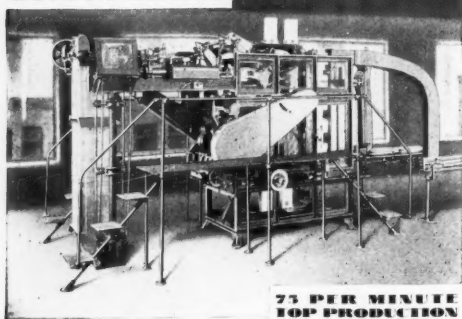
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This JOHNSON Machine, for example, handling cartons in the flat or "knocked-down" form (before side seams are glued) saves from 15c to 30c per thousand cartons, depending on carton size.

Secondly, high-speed production cuts overhead costs; and automatic operation eliminates labor costs to almost the vanishing point.

Third, the method of registering the carton for gluing the side seam insures an absolutely square and sift-proof seal at both top and bottom. Contents are positively protected against waste.

This JOHNSON Machine when used with the JOHNSON High-Speed Gross Weight Scale and the JOHNSON Double-Entry Top-Sealing Machine will bottom-seal, fill, weigh, and top-seal your cartons at a speed of 75 to 80 cartons per minute.

JOHNSON Packaging Engineers stand ready to study the requirements of your product. They will make the necessary investigations and tests, and submit their findings for your approval. This no-cost service is yours for the asking. Write us today.

Johnson Automatic Sealer Co.

Battle Creek, Mich., U. S. A.

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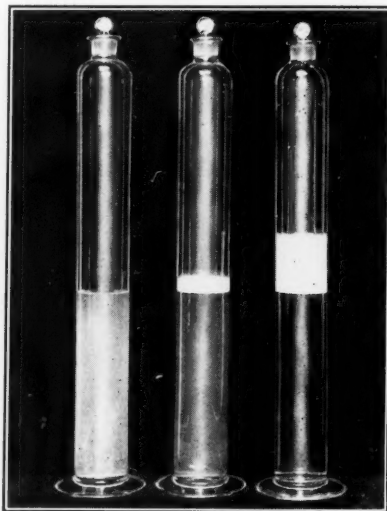
Scales; Bottom and Top Sealing, Lining Machines; Wrappers (Wax and Glassine).

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AUTOMATIC PACKAGING BY
WAX AND GLASSINE WRAPPERS—ALL AND GROSS WEIGHT
SCALES—BOTTOM, TOP SEALING AND LINING MACHINES

Silicates in Washing Processes

Advertisement No. 4

The lathering power of soaps is materially enhanced by the use of silicate. The experiment illustrated shows a turbid solution of sodium oleate in distilled water. The amount of soap is so small that no lather is produced on shaking. The small addition of sodium carbonate partly removed the turbidity and causes the appearance of an evanescent lather. If silicate is substituted for the carbonate using the same amount of total Na_2O , a perfectly clear solution results which yields a voluminous and stable lather. The experiment can be repeated with soaps at various concentrations and it will be found that silicate consistently increases the volume and stability of lather.



"N" Brand silicate was used in these experiments. May we send you samples for any tests which you may undertake on detergency?

Philadelphia Quartz Co.

General Offices: Philadelphia

Chicago Office: 205 W. Wacker Dr.

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Say you saw it in SOAP!

Glycerin Analysis

(From page 39)

in Mahin, Sutton, Treadwell-Hall, Fresenius, Griffin and Scott."

Laboratory No. 4

LABORATORY No. 8 puts forward a plea for the standardization of hydrochloric acid gravimetrically by means of silver chloride.

"We wish to register an objection to this method, first, on the old theoretical grounds that in standardizing by means of silver chloride, the standardization is of chlorine, not of acid hydrogen and, hence, is theoretically questionable and with impurities present practically imperfect. This laboratory standardizes N/1 sulfuric acid, for glycerin analysis, against sodium carbonate prepared from Merck's C.P. grade of sodium bicarbonate, by the well-known method standard in all textbooks. By this method, sodium bicarbonate is heated in a platinum vessel at a temperature of 270-300°C, with frequent stirring, to constant weight. About 2 grams of sodium carbonate thus prepared, accurately weighed, are dissolved without heat in recently boiled distilled water, two drops of methyl orange added and the solution titrated with the sulphuric acid, using a

calibrated burette. The usual calculations and dilutions are made to adjust to normal."

Laboratory No. 5

"WE use normal hydrochloric acid and standardize the same against sodium bicarbonate (Merck's C. P.). The sodium bicarbonate is heated in a platinum dish until there is no further loss in weight. The sodium carbonate is dissolved in water and titrated with the acid using methyl orange as an indicator. From this and other titrations it is adjusted and diluted to a normal solution."

Laboratory No. 6

"FOR the analyses of crude glycerines by the acetin method, we use N/2 hydrochloric acid standardized gravimetrically with silver chloride. As a check on this standardization, we titrate against sodium carbonate obtained from C. P. sodium bicarbonate which has previously been heated to 260-280°C. for six hours, using methyl orange as an indicator. We have always used the acetin method for crude glycerines above a 60% glycerol concentration, and when all steps in the method have been carefully followed, we have been able to obtain quite satisfactory results."

Laboratory No. 7

"Our method of standardization of the N/2 sulphuric acid which we use as our

SOAP POWDER

Special light aerated powder

In barrels or cartons for the trade under private label.

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In barrels or sifter top cans under private label.

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Let us discuss them with you.

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POWDERS

SILICA SMOKE (Soft)

*for Nail Polish, Tooth Paste,
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chanics Soap.*

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CLAY (Bentonite)

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PRECIPITATED CHALK

(Calcium Carb.)

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(Fullers Earth) (Kieselguhr)

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RAW MATERIALS for SOAP MAKERS

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main standard solution for all our work including the acetin determinations is with sodium carbonate as follows: A platinum dish is filled with C. P. sodium carbonate and heated to 270-280 and held there for 4-5 hours. It is cooled in a desiccator and one gram portions are used for the titrations, using methyl orange. Before the end point is reached the solution is boiled to expel CO_2 , then cooled and the titration finished."

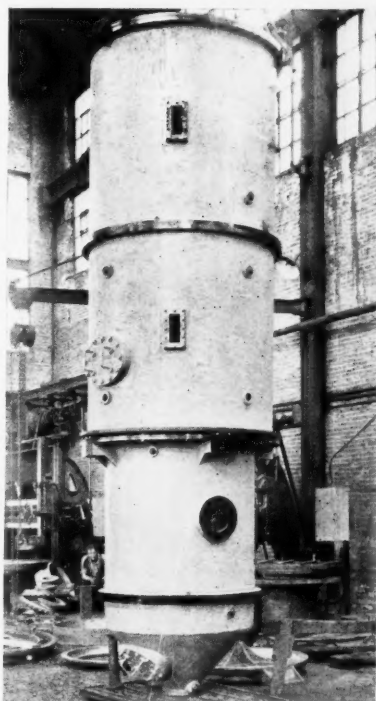
Laboratory No. 8

"IN his letter of Feb. 12, 1929, on the Acetin Method for the determination of Glycerol, the Chairman of the Soap Section rightfully points out that the standardization of the acid used is of vital importance. Of course, the accuracy of burettes and other measuring instruments is also extremely important. There are a number of accepted ways of standardizing acids which do not always lead to the same results, as errors are apt to creep into some of these methods. To avoid inaccuracy from this source, I have always insisted that our analytical work be referred to hydrochloric acid standardized gravimetrically against silver chloride. Most of our atomic weights have been connected directly to silver chloride, and the determination of silver chloride can be done with accuracy and dispatch by any operator who is competent to standardize solutions. For the process in question, we would prefer to modify the method to the extent of using N/2 hydrochloric acid that had been standardized against silver chloride with closely agreeing duplicate determinations."

Laboratory No. 9

"THIS laboratory uses N/1 hydrochloric acid for the acetin method. As a method of standardization we have always preferred to use as a primary standard in acidimetry and alkalinity as recommended by the Bureau of Standards. Pure sublimed benzoic acid as supplied for a calorimetric standard is fused, for greater ease of handling. This acid in accurately weighed portions is used in neutral alcoholic solution, to standardize carbonate-free N/2 KOH and the N/1 HCl is titrated against the standardized KOH. The usual precautions of using calibrated burettes and temperature corrections are of course observed. In this method of standardization, phenolphthalein indicator is used throughout and it is also the indicator used in the Acetin Method.

NOTE: It may be of interest to this committee to know that I got in touch with the laboratories of four large chemical companies and found that of these four, one uses sodium carbonate and three use benzoic acid as their primary standard."



GARRIGUE 300 Sq. Ft. Evaporator
assembled in shop.

GARRIGUE Evaporators are built in all capacities and in single or multiple effect, depending on the conditions under which they are to operate. Correct design and accurate construction of suitable materials assure efficient operation with a minimum maintenance expense. We will be pleased to figure on your requirements.

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1. The material of which the package is made;
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- In addition, you will find marked improvement in:

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Your request for information will receive prompt attention.

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Send samples to our laboratory for a free test of this new bleaching method.

**BUFFALO ELECTRO-CHEMICAL
COMPANY, Inc.**

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Say you saw it in SOAP!

Laboratory No. 10

THE following is the method we use for standardizing our acid: Hydrochloric acid made up approximately N/4 is standardized against 0.5 gm. samples of Diack & Smith's Standard Sodium Carbonate using Methyl Orange for the indicator. The Sodium Carbonate has been previously dried at 140°C for one hour as per the seller's directions and is weighed from a weighing bottle into a dried clean flask and titrated immediately. The standard of purity of the carbonate used is always given on the label. The hydrochloric acid solution is made exactly N/4."

Laboratory No. 11

REFERRING to the correspondence regarding hydrochloric acid we standardize gravimetrically as silver chloride. We also check by titration with sodium carbonate, using methyl orange as an indicator. We have used for this titration standardization the special sodium carbonate which has been prepared for the Society and which can be obtained from Mr. Helm, the Secretary. This material I believe, analyzes 99.93% pure."

Method used in the Analytical Laboratory of Mellon Institute of Industrial Research—Method selected by Dr. W. W. Mills, Institute Analyst (Quoted by permission of Dr. Trusler, Member of the Committee.

*"Standardization of Sulphuric Acid—*The Analytical Laboratory of Mellon Institute standardizes acids against a specially prepared grade of sodium carbonate. It is prepared by precipitating sodium bicarbonate from a solution of pure sodium carbonate by saturating the solution with carbon dioxide gas. The sodium bicarbonate is filtered, washed two or three times with cold water, and dried in the air to constant weight at a temperature not above 270°C., producing pure sodium carbonate.

(NOTE: Foulk and Osborne, Department of Chemistry, Ohio State University, have studied the preparation and use of sodium bicarbonate as an ultimate standard. They have found that heating it in air above 270°C causes some decomposition. If heating and subsequent cooling is conducted in an atmosphere of carbon dioxide, the temperature may be above 270°. This investigation is to be published in the near future.)

The dried salt is dissolved in water and titrated, using methyl orange as indicator. When the first appearance of red shows, the solution is boiled to remove dissolved carbon dioxide. The solution is then cooled and the titration carried to the first color change. The usual precautions of using a calibrated burette and

(Continued on page 119)

OIL OF BERGAMOT ~ VILARDI

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Ask us for a sample and be convinced that the

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Decolorizing Carbons

Manufactured by
THE PURIT COMPANY
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(Makers of Highest Quality
Activated Carbons, Exclusively)

are made in various grades, for different kinds of OILS and FATS, GLYCERINE and many other materials. Each grade is of UNIFORM QUALITY and is FITTED for the special work it is to perform—and the PRICE is RIGHT.

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We have been manufacturing private brand soaps for the past forty years. Your soap problems and inquiries are solicited.

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CAMBRIDGE, MASS.

Established 1830

Say you saw it in SOAP!



INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*,
Harry W. Cole, Holbrook, Mass., Secretary.

Meet June 10, 11, 12 at Chicago

Fifteenth Annual Midsummer Meeting of Insecticide and Disinfectant Manufacturers at Edgewater Beach Hotel

ATENTATIVE program for the Fifteenth Midsummer Meeting of the Insecticide & Disinfectant Manufacturers Association to be held at the Edgewater Beach Hotel, Chicago, on June 10, 11 and 12, has been arranged by Chairman of the Program Committee, E. B. Loveland of Stanco, Inc. Business sessions will be held in the Black Cat Room at Edgewater Beach. The meeting will open officially on Monday morning at 9:30 for registration. The first business session will be held at 10:00 A. M. and will include the semi-annual reports of President H. W. Hamilton and Secretary Harry W. Cole, to be followed by the standing committee reports.

The afternoon session on Monday will in-

clude an address by Franklin Johnson of the *American Exporter* on "Foreign Markets." A report on National Insect Killing Week will be made by Chairman John Powell, to be followed by discussion. A report on a new emblem and slogan will be made by C. P. McCormick, followed by discussion. There will be other speakers of prominence at the following sessions whose names have not yet been released by the Program Committee.

A goodly portion of the sessions on Tuesday will be given over to a discussion of the fly-spray patent suit now pending in California and which affects all manufacturers of pyrethrum insecticides. Sessions will be held

(Turn to page 105)



The Third Successive Mid-Summer Meeting Will Be Held at the Edgewater Beach Hotel This Year.

COME TO CHICAGO!

JUNE 10, 11, 12

If you manufacture insecticides, disinfectants, liquid soaps, polishes, and allied products, you should be at the Edgewater Beach Hotel in Chicago at the Mid-Summer Meeting. Everybody will be there. Come to the meeting and find out what the industry is doing.



Drawn by C. P. McCormick

Insecticide Markets in Latin America

Study of Demand and Conditions in Cuba, Mexico, Colombia, Brazil, Ecuador, Uruguay, Chile, Paraguay and Peru

Compiled by EARL C. TAYLOR

(Continued from April Issue)

BRAZIL is one of the great cattle raising countries of the world and potentially a big market for tick and mange remedies. The States of Rio Grande del Sul, Sao Paulo, and Minas Geraes are the most progressive in the use of animal insecticides. The Government, through the *Servicio de Industria Pastoral*, is doing much to aid the farmers in combating the cattle tick—official veterinarians are maintained, cattle owners are assisted in building dipping tanks, and tick remedies are furnished at cost. Tick and other animal remedies are sold generally by agricultural implement and hardware dealers. In most cases the foreign manufacturers are represented by agents with offices in Rio de Janeiro, these agents handling the entire territory with the right to appoint sub-agents where necessary or possible. The general practice appears to be for the agents to buy on their own account, although in some cases the manufacturers sell on consignment. The greater part of the disinfectant used in Brazil is supplied by British manufacturers. There is some local manufacture, principally by the municipal gas plant of Rio de Janeiro, and in southern Brazil there is considerable consumption of disinfectants imported from Uruguay.

An important market exists in Brazil for insecticides for household use. The worst insect pest is a large variety of cockroach. These appear chiefly during the summer months (December to April) and are very prolific. Flies and mosquitoes are also very bothersome, especially since municipal building regulations make it extremely difficult to use window screens.

Shipments of household insecticides from the United States to Brazil during 1927 amounted to 416,455 pounds valued at \$144,820. There is considerable competition in the field of household insecticides, especially with products of domestic manufacture. Powder insecticides are used but little, the most popular form being liquid insecticides applied by means of a sprayer. The public interest has recently been directed toward the control of insect pests for under the auspices of a well-known and reliable farmers' magazine published in Sao

Paulo, *Chacaras y Quintas* (Orchards and Farms) an Insect Week was observed in Sao Paulo during the early part of December, 1927. Now, with the Brazilian public aroused to the need for combating insect pests, would seem to be the psychological opportunity for promoting the sale of American insecticides and sprays, and animal dips. Disinfectants are not in as general use in Brazil as in the United States, and only hospitals use appreciable quantities, as the disinfection of passenger coaches, public buildings, and other public places is not general.

Insecticides are at present imported and distributed by dealers in drug and chemical products. Some buy the goods on their own account, while others merely act as sales representatives of the manufacturers. The most practical method of marketing American products would probably be for the manufacturer to select as his agent a well-known and reputable importer and distributor of drugs and chemical products, with the proper trade affiliations to ensure sales. In the case of very large manufacturers it might be advisable for them to send representatives to study market problems in Brazil with a view toward the establishment of a branch office at Rio de Janeiro.

Household insecticides are dutiable under article No. 1068 of the Brazilian Customs Tariff at the listed rate of 2 milreis per kilo and the sprayers are dutiable under the same article at the listed rate of 100 reis per kilo. It should be observed, however, that the duties payable are in effect much higher than those indicated in the tariff schedule. As 60 per cent of all import duties in Brazil and a 2 per cent port improvements tax at Rio de Janeiro are payable in gold, the gold milreis is now equal to about four and one-half paper milreis, the duties actually payable in paper milreis amount to about three times the listed rate.

In view of the number of established brands of insecticides, both of local and foreign manufacture, competing in the Brazilian market, it is apparent that considerable advertising would be required to launch a new product. Most of the insecticides successfully sold in Brazil are heavily advertised and manufacturers and exporters entering this market must expect to set aside a certain sum for advertising.

SPRAY ODORS

Perfume oils for use in sprays, insecticides, etc. necessarily must be low in cost but in quality they should be all that is possible within the limitations imposed by the circumstances.

The problem of producing a line of perfume compositions to meet these conditions has been solved by the Ungerer organization.

UNCO SPRAY ODORS

are of sufficiently fine odor quality to demonstrate their superiority over others in the same price range.

They are available in a wide variety of attractive odors and in different forms suited to the special medium in which they are to be used, whether it be alcoholic, hydrocarbon or aqueous.



UNGERER & Co.
NEW YORK

Say you saw it in SOAP!

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Ecuador Market

ECUADOR offers a fair market for insect exterminators. The demand increases sharply toward the end of the year, reaching its apex about the end of March or beginning of April. Two well-known American varieties are popular in Ecuador, each being of the pump-gun type. Newly introduced products would thus have to compete with two well known and well exploited manufactures which are already in possession of the local market which, however, is still capable of considerable expansion. It would seem wise, therefore, to launch a new product by a propaganda campaign well before the beginning of the hot season in order that the general public may be aware that a new insecticide is being introduced on the local market. Insecticides of the liquid variety are the best sellers in this market. The sales of one brand alone during the period from January to May, 1926, are said to have amounted to over 8,000 quarts with a retail value of nearly \$8,000. During this same period 2,000 sprayers were sold at 2.50 sucres each (one sucre varies in value from \$0.20 to \$0.25 United States currency). The largest number of sales are made in the smaller sized containers, especially half pint, pint and quart sizes. The demand for powdered insecticides is apparently rather small. The United States exports of household insecticides to Ecuador in 1927 amounted to 28,868 pounds, valued at \$8,498. Insecticides naturally find a better market in the coastal region where Guayaquil is the chief city, than in the high and cool interior of the country. However, this interior region, while free from the mosquito, cockroach, and cricket of the coastal area has a generous supply of pests not common there—flies and house fleas.

Peruvian Market

THERE is a small though fairly constant demand for household insecticides in Peru. This demand, however, is confined largely to the cities and larger towns. The rural and mining population consists of Indians with little actual or potential purchasing power and their domestic habits do not provide the necessary urge to attempt the extermination of insect pests. In the coastal area mosquitoes, flies, fleas, and moths are prevalent and malaria is fairly common in some of the valleys. Moths especially are a pest and infest the wardrobes of nearly every home. Termites, or white ants, destroy furniture and books. Insect life is most prevalent in the months from November to May inclusive. Competition in the market for household insecticides is keen. Several American and European insecticides

are on sale in the local market and are widely advertised. The bulk of the business however, goes to one or two well-known American brands of liquid insecticide. There is no local manufacture of such products. During 1927, United States shipments of household insecticides to Peru amounted to 183,982 pounds valued at \$26,781. Insecticides are usually sold by hardware and drug stores who in some cases purchase direct from the manufacturer, although purchase through importers and dealers handling medicinals, pharmaceutical preparations and insecticides is more common. Several such firms have large establishments at Lima and cover the country as a whole on agency distribution.

Uruguayan Market

THE market for household insecticides in Uruguay is a good one considering the small population. Spray compounds have found an important market. Although the market is highly competitive due to the presence of local manufactures and both American and European products, United States exports of household insecticides to Uruguay in 1927 amounted to 92,371 pounds valued at \$42,738. The United States share of the trade in insecticides of the household variety is steadily growing. Even though the country is small, market conditions and sales facilities are good. Business houses are generally well organized to cover the entire republic with a sales force. The country is steadily becoming more susceptible to display advertisements which should help materially in the increased sale of American products. The American products having the largest sale at present are those most extensively advertised. Chemical specialties of this nature are marketed principally through import commission men and through such concerns as hardware dealers, grocers, and wholesale druggists. Firms already having agents in Buenos Aires would be in position to reach this market indirectly from that direction, although direct contact has been found more effective.

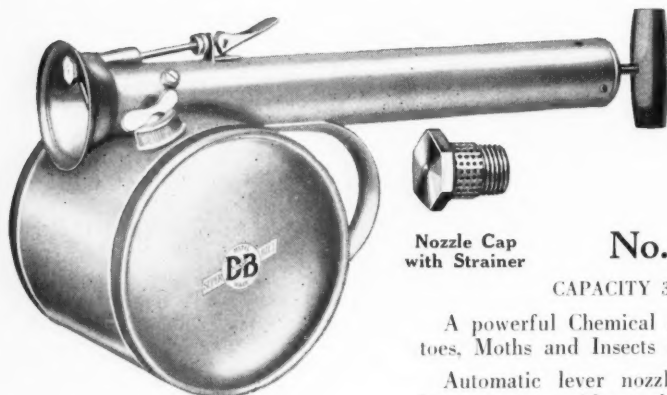
Paraguayan Market

THE Paraguayan market for household insecticides is not an important one. There is, however, a fair sales for some products in a few of the larger cities of the republic. Dealers in these cities are usually supplied from stocks kept in Asuncion, the capital. The best season for the sale of such products is the summer months of November, December, January, February and March. Recent years have seen an increase in the purchasing power of the people and this has been reflected in the

(Continued on page 121)

D & B SUPERBILT

CHEMICAL SPRAYERS DISTINCTLY ORIGINAL AND SUPERIOR



Nozzle Cap
with Strainer

No. 35

CAPACITY 3 QUARTS

A powerful Chemical Atomizer for Flies, Mosquitoes, Moths and Insects of all kinds.

Automatic lever nozzle, adjustable for light or heavy sprays without change of caps. Very high pressure is secured by setting sprayer down for pumping.



Set down
for Pumping

No. 10 D&B Superbilt Combination Chemical Sprayer

with Air Regulator and Volume Control

CAPACITY 1½ GALLONS

This is a powerful chemical atomizer in combination with an ordinary compressed air sprayer—produces the results of both with many variations in between.

The Air Regulator

A very important feature in this sprayer is the new patent air regulator. It is capable of a wide range in nozzle adjustment to make it produce a heavy spray, medium mist, or the very finest vapor fog. Works equally well with heavy or light oils or other spraying materials.

*Write for catalog on our
complete line.*

The Dobbins Manufacturing Co.
North St. Paul, Minn.



Say you saw it in SOAP!

Notes of the Trade

Fax Laboratories, Inc., Dayton, Ohio, maker of Fax, a paradichlorbenzene retail packaged deodorant, has appointed Robbins & Pearson Co., Columbus, Ohio, as its advertising agents.

James O. Clarke is the new chief of the central district of the Food, Drug and Insecticide Administration, filling a vacancy created by the recent resignation of E. H. Goodnow. Mr. Clarke succeeds Dr. G. W. Hoover whose place has been vacant for the past two years. Joseph Callaway, Jr., succeeds Mr. Clarke as chief of the New York district office.

Tar Products Corp., Providence, R. I., announces the removal of its offices to 1107-1110 New Industrial Trust Building. The telephone is Gaspee 9381.

Mr. R. J. Tyrrell, of Keystone Chemical Co., insecticides and disinfectants, Cleveland, recently returned to Cleveland after a five weeks' trip during which he visited the various Keystone branch offices.

When W. M. McCormick, president of McCormick & Co., Baltimore, returned from a trip to Europe recently, his employees welcomed him back at a special reception.

McCormick & Co., Baltimore, recently entertained 200 members of Baltimore Association of Commerce at a luncheon and an inspection of the McCormick plant. W. M. McCormick, F. L. Wells and W. F. Broening addressed the visitors.

Lowell Specialty Co., Lowell, Mich., manufacturers of sprayers, have changed their name to Lowell Sprayer Co. The firm has just issued a new booklet and a new catalog in which a great many new patterns are described. In addition to the new items listed in these publications the Lowell company is also serving the trade with the same patterns which have been available in the past.

A. F. Loertz, of H. C. Whitmer Co., of Columbus, Indiana, who has been working only a few days a week following his recuperation from a severe illness, expects soon to be back at his desk for his accustomed full time.

Liquid insecticides to the amount of 488,144 lbs., worth \$181,257, were exported from United States during February, 1929. Exports of powdered insecticides amounted to 35,312 lbs., valued at \$12,058. During the same period 157,686 lbs. of disinfectants, deodorants, germicides, antiseptics and similar preparations, priced at \$17,533, were shipped out of the country. The combined figure for disinfectants, insecticides, etc., for February, 1928, showed exports of 1,229,908 lbs. worth \$332,287.

Exports of prepared animal dips from United States during January, 1929, amounted to 388,741 lbs., with a value of \$13,796. Argentina was by far the largest consumer of this material, taking 345,975 lbs. Exports of other agricultural insecticides, fungicides and similar preparations totaled 340,072 lbs., with a value of \$40,994. United Kingdom and Mexico were the largest consumers.

Antiseptic Products Co., 3101 Walnut St., Denver, has disposed of the branch of its business which handled the retailing of janitors' supplies and cleaning materials to the consuming trade. The company will still manufacture sweeping compounds and various other products for distribution to jobbers. It will also continue to wholesale and retail various agricultural insecticides and disinfectants.

H. D. Hudson Manufacturing Co., sprayer manufacturers, have moved their main office from Minneapolis to the North Pier Terminal Bldg., 589 E. Illinois St., Chicago. H. D. Hudson, president of the company, explained that during the last few years the sale of sprayers had increased to such an extent that it had become the largest end of the firm's business, necessitating a more central general office. When the firm was organized and located at Minneapolis, it was with the idea of carrying on a general jobbing business in various agricultural items. The plant will be continued at Minneapolis and the company's branch offices at New York, Philadelphia, Kansas City and San Francisco will keep the firm in constant contact with all classes of trade.

American insecticides dominate the market in Iraq, a country with a population of about 3,000,000, producing no domestic insecticides. sandflies, mosquitoes, moths and white ants are the most bothersome pests, and comparatively large amounts of insecticides are used by the foreign community and the wealthier natives in combating these insects.

The Edgewater Beach Hotel



Extends a Cordial Welcome to the
Insecticide & Disinfectant M'frs. Association

Make Your Reservations Now
CONVENTION DATES—JUNE 10, 11 and 12

Distinctive Features of The Edgewater Beach Hotel ~

1000 Rooms, each with bath and outside exposure and a view of Lake Michigan, beautiful lawns and gardens in the most exclusive residential district of Chicago

The advantages and atmosphere of an exclusive club.

Music and entertainment of the highest order.

Indoor and outdoor dancing.

Extensive lawns and gardens with Beach Promenade.

Private Bathing Beach.

Regulation Tennis Courts.

Nine-hole miniature golf course.

Children's Playground.

Private motor coaches to business, shopping and theatre districts.

A Garage accommodating 200 cars (exclusively for hotel guests) in direct connection with the hotel.

on Lake Michigan

5300 Block Sheridan Road

Chicago

Say you saw it in SOAP!

Broadcast Insect Killing Week

Radio Time Donated by Manufacturers and Prominent Men to Speak During Week of July 7 to 13

AN extensive radio broadcasting program has been planned for National Insect Killing Week to be held July 7 to 13 throughout the United States. This addition to the general program of insecticide publicity planned for the week has been made possible by the donation of their time on country-wide radio hook-ups by leading insecticide manufacturers. Plans call for short addresses by prominent public men on the subject of insect elimination and its relation to health, property damage, etc. This radio publicity has been planned in addition to a wide distribution of window-streamers, small stickers, and booklets urging more frequent use of insecticides in the home.

Through the medium of several large insecticide manufacturers and a number of smaller firms doing mostly a local business, newspaper articles telling about National Insect Killing Week, the relation of insects to disease and other subjects of close interest will be published during the month of June in newspapers throughout the United States. Releases will also be made through leading news services to hundreds of newspapers among their memberships.

In their June issues, several leading drug and grocery magazines are planning to publish feature articles covering National Insect Killing Week. These will urge the retail dealers to cash in on the public interest during that week by putting in window displays and featuring booklets on the use of insecticides to be distributed by the committee in charge of the week. Information on the correct use of insecticides will also be sent out to dealers so that they in turn may be in a position to advise their customers. Dealers will be urged to ascertain from their customers if they have a sprayer or powder gun of the correct type and size to do the job properly and if they have not, to sell them one as a means of securing good results with their insecticide.

The Committee in charge of National Insect Killing Week is anxious that every insecticide manufacturer in the United States take some part in the campaign to "make the country insect conscious." They urge every manufacturer to buy and distribute in his territory as many window streamers and booklets as possible. They urge him to get his dealers to put in window displays just preceding and

during the week, to play up insecticides as much as possible in his store, and to tell each customer that "this is National Insect Killing Week,—this is the week when we kill off all the bugs,—what about taking a can of this or that insecticide,—etc." The Committee believes that with all manufacturers urging all dealers to push insecticides during the week that not only will greater sales be made during the period, but the habit of buying and using insecticides will be developed by some people who do not use them at all with a consequent larger future demand.

In order to get the fullest cooperation from retailers, the Committee states that all advertising for several weeks prior to Insect Killing Week should bear the line at the bottom,—*"National Insect Killing Week, July 7 to 13. Insects Spread Disease,—kill them off."* During the week, the Committee advises that all manufacturers should capitalize the opportunity in their advertising by using a goodly part of their space, whether it be local newspapers or in national magazines, to tell about the week. They suggest that the line *"This is National Insect Killing Week. Insects Spread Disease. Kill Them Off,"*—should appear in all insecticide advertising. Those firms doing no regular advertising and doing mostly a local business are urged to undertake some special advertising of their product during the week of July 7 to 13. A number of the largest insecticide manufacturers have already arranged to feature National Insect Killing Week prominently in their national advertising.

The Committee announces that it has ready for distribution the window streamers at \$15.00 per thousand. The booklets on the use of insecticides will be available shortly and will be announced. Orders for streamers and requests for further information should be sent to John Powell, chairman, 114 East 32d St., New York. A full list of those firms who Killing Week will be published immediately contribute and take part in National Insect after the week by the Committee.

McKesson & Robbins wholesale drug chain recently took over 21 more wholesale drug houses, bringing its total number of units up to 39.



International Recognition ... of fine quality



POWCO BRAND HIGH TEST INSECT POWDER has received this impartial endorsement for excellence of quality.

Excellence of quality alone, however, is not enough—*uniformity* of quality is *equally* important.

Keep ever prominently in mind that Pyrethrum is a vegetable drug—hence it varies widely in activity. Its value cannot be determined by appearance alone.

POWCO BRAND quality means definite high killing power, purity, and buying economy.

JOHN POWELL & Co., INC.

114 E. 32nd ST.

NEW YORK

Say you saw it in SOAP!

Meet in Chicago, June 10, 11, 12

(From page 95)

on Wednesday morning and the meeting will close officially at noon on that day so that those who desire to catch the fast trains East may do so.

A program of entertainment has been mapped out for the meeting by S. H. Bell of the American Tar Products Co., who will be assisted by S. Glenn Scott of the Williams Sealing Corp. The unofficial meeting will begin on Sunday, June 9, as most of those who attend from out-of-town are expected to reach Edgewater Beach on that day. A miniature golf tournament will be held Sunday afternoon on the small course of the hotel. Members will not need their own clubs for this event as only mashes and putters will be used and these are furnished.

On Sunday evening, there will be a get-together in the form of a smoker in the Berwyn Room of the Edgewater Beach Hotel. Special luncheons have been arranged for Monday and Tuesday noons in the North Room. The banquet will be held on Tuesday evening in the Black Cat Room. Dress will be strictly informal. Special music and entertainment have been provided for this occasion.

Secretary Harry Cole has specifically requested that those who intend to be present at the Chicago meeting, reserve their rooms at once at the Edgewater Beach Hotel and arrange to stay at that hotel for the duration of the meeting. He also has requested those who will attend to inform his office of this fact. President Hamilton has requested that we issue a cordial invitation to non-members to be present and join in the discussion in open meetings.

The Salvador Insecticide Market

Salvador, the smallest but most densely populated Central American republic, has an area of 13,176 square miles. The Republic has no sea coast on the Atlantic Ocean but has a short sea coast on the Pacific. The population, estimated at 1,650,000, is largely of Spanish and Indian blood. A large proportion of the inhabitants have a very low standard of living. The market for household insecticides is limited by the low standard of living of the bulk of the population. It is estimated that 90 per cent of the inhabitants can afford to purchase only the bare necessities of life. In the absence of a middle class, the consumption of household insecticides is confined to the small well-to-do class. United States exports of household insecticides and disinfectants to

EVERYBODY WILL BE IN CHICAGO!

At the annual mid-summer meeting of the Insecticide & Disinfectant Manufacturers Association on June 10, 11 and 12.

Will you be there?

Plan now to arrive in Chicago on Sunday, June 9.

You will receive a cordial welcome.

Reserve your room at the Edgewater Beach Hotel now and plan to BE PRESENT!

Salvador during 1927 amounted to 23,675 pounds, valued at \$5.047.

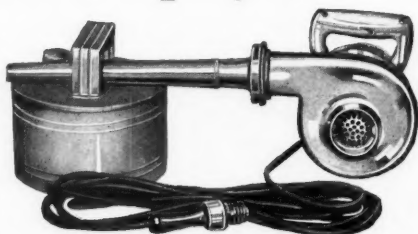
The majority of the insecticides for domestic use are of the liquid type. Two well-known American brands, which are sold with a metal hand sprayer, have the largest sale at the present. There is a limited sale for those in powder form, if put up in small containers, but this kind has not met with any great amount of success. The United States, Great Britain, and France are the principal sources of supply, with American articles in the lead. In the opinion of importers, insecticides in both the powder and liquid form would have a larger sale for household use if more intensive efforts were made to properly introduce them and to push their sale. Undoubtedly, the limited market has prevented the manufacturers from spending the money necessary to inaugurate a campaign designed to educate the Salvadorians to the advantages of the use of such preparations.

At the present time, the importation and sale of insecticides is carried on by large drug and pharmaceutical firms and by manufacturers agents. Only small stocks are kept on hand. These large drug and chemical firms sell at retail direct to the public and also act as distributors to the small drug houses in other cities and towns of the country. Terms of sale are generally cash against document, except in the case of old established firms, when the local importers are usually granted from 30 to 90 days sight draft. Prices should be quoted c.i.f. Salvadorean ports as this is preferred by the local importer. Advertising is important and American manufacturers should be willing to materially assist their representatives in the matter of publicity in order to obtain the best results.

Increase Your Insecticide Business with these *Electric* Sprayers

Hand spraying is too slow and laborious for modern industry and institutions. Offer them an up-to-date high speed electric sprayer, and you will get their business. Many leading manufacturers of industrial insecticides are finding the Tornado the biggest stimulant to sales that they have ever used!

The appeal of the electric sprayer brings in plenty of NEW business. And because the electric sprayer is so easy to use and gives such splendid results it makes old customers use more insecticide and consequently BUY more



Breuer's Tornado Portable Electric Sprayers

are the most powerful and efficient of their type on the market. Handle all liquid insecticides, germicides, and disinfectants. Model 6 ball bearing $\frac{1}{8}$ H.P. G-E motor, is for heavy duty service in mills, warehouses, and larger institutions. Model 50, with $\frac{1}{8}$ H.P. G-E motor, is designed for smaller plants and institutions, as well as for home use.

Mail the
coupon
today.



Write today for complete description and full particulars

Please send full particulars on the Breuer Portable Tornado Electric Sprayer. No obligation.
BREUER ELECTRIC MFG. CO.,
862 Blackhawk St., Chicago, Ill.

Name
Address



UNITY DEODORIZING BLOCK HOLDERS

Standardize on UNITY deodorizing block holders and eliminate the cost of making expensive dies or of having small quantities of special sizes made up. These holders will take crystals, blocks or urinal cakes, being furnished either in square or round form. They will hold blocks from 1 to $2\frac{1}{2}$ pounds. Can be furnished in nickle, oxidized finish, white enamel or in practically any color lacquered finish.

UNITY GLASS SOAP DISPENSERS

Here is a low-priced, sturdy tilting liquid soap dispenser which will give your customers the kind of service they want. It is easily filled and needs no mechanical attention. Is made from solid brass castings and is nickle plated. We also supply push-up and all metal tilting dispensers.

In addition to block holders and soap dispensers we solicit your inquiries for drip machines and bulk urinal cakes, deodorizing blocks, liquid soap, powdered soap, disinfectants, insecticides, polishes, etc. What are your needs?



UNITY SANITARY SUPPLY CO.

183 WATER STREET

NEW YORK CITY

Say you saw it in SOAP!

Of twenty so-called antiseptic proprietary preparations recently tested, very few were antiseptic in accordance with the government's interpretation. The procedure in the examination consisted of the inoculation of the sample with a specially prepared culture of *Staphylococcus aureus* either in liquid or solid form as the case required. Five minutes was the time allowed for complete killing of the culture in most instances, although in a few cases ten and fifteen minute periods were allowed. In the case of inhibition it was expected to show after a period of incubation. A number of common articles sold in drug stores and generally considered by the laity to have antiseptic properties were also examined, with varying results. *Am. J. Phar.* 101, 52-5 (1929).

Exports of metal and stove polishes from United States during January, 1929, totaled 146,123 lbs., with a value of \$23,377. Canada leading the purchasers by taking 35,241 lbs. at a price of \$6,321. Shoe polishes to the amount of 239,754 lbs., worth \$69,173, were exported, with Cuba taking 32,808 lbs. for \$9,159. Exports of leather dressings amounted to 412,302 lbs., priced at \$40,511. Exports of floor, wood and furniture waxes amounted to 117,512 lbs., worth \$29,211. Automobile polish exports totaled 71,094 lbs., worth \$20,610.

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

37,628	Laundry Soaps	India	Agency or Purchase
37,689	Dental preparations	West Indies	Agency or Purchase
37,727	Dental preparations	Canada	Agency or Purchase
37,729	Dental preparations	Canada	Agency or Purchase
37,730	Dental preparations	Canada	Agency or Purchase
37,736	Coal tar disinfectant	Guatemala	Agency
37,838	Insecticides	Greece	Agency
37,927	Toilet and dental preparations	Canada	Agency
38,073	Polishes and cleaners	China	Agency
38,093	Laundry soap, cheap	Philippines	Agency
38,094	Household soaps, disinfectants and insecticides	Canada	Agency or Purchase
38,126	Insecticides, disinfectants and polishes	Canada	Agency
38,129	Insecticides	Bulgaria	Agency or Purchase
38,179	Insecticides	Greece	Agency
38,196	Soaps, cheap	Philippines	Agency

de Haën's imported

Sodium Fluoride

(95/97% Fluffy)

Extra fluffy, free running, and a uniform product. It is practically free from Sodium Silico Fluoride.

Lilacine

A pleasing odor for fly-spray.
Inexpensive. Economical.

de Haën's imported

White Arsenic

"Silesia"

An imported product, free from objectionable metal - odor.

de Haën's imported

Sodium Arsenate Thallium Sulphate

Samples on Request

CHICAGO
217 E. Illinois St.
LOS ANGELES
683 Antonia St.

Pfaltz & Bauer, Inc.

300 PEARL STREET-NEW YORK

CANADA
359 St. James St.
West Montreal

MORTEX

Theatre Spray

Can deliver either in concentrated form, or ready to use in several different odors, including ROSE, VIOLET, JASMINE, ORIENTAL AND fancy French BOUQUETS. Since we make a specialty of these theatre sprays and produce them in large quantities, we can quote very attractive prices.

Shall we send samples together with information?

A. SREBREN & CO. 247 E. ILLINOIS ST.
CHICAGO, ILL.

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free — White Emulsion

SPECIAL OILS
for making DISINFECTANTS complying in
BENZOPHENOL CONTENT
with the
FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.

LIMITED

424 CANADA CEMENT BUILDING
MONTREAL, QUEBEC

Say you saw it in SOAP!

Penick Heads Drug Manufacturers

S. B. Penick, of S. B. Penick Co., New York, was elected president of American Drug Manufacturers' Association on May 8, at the close of the five-day convention of the organization at Grove Park Inn, Asheville, N. C. Dr. A. R. L. Dohme, of Sharp & Dohme, Inc., Baltimore, was elected first vice-president. Other officers elected include: Nicholas H. Noyes, Eli Lilly & Co., second vice-president; Dr. John F. Anderson, E. R. Squibb & Son, third vice-president; Franklin Black, Chas. Pfizer & Co., treasurer.

The market for insecticides in Italy is expanding as a result of the educational campaign being carried on by the government. Exports from United States to Italy increased from a value of \$1,144 in 1926 to \$297,000 in 1928. There is a large potential market for these goods as the continuous warm weather lends itself to the propagation of a large number of insect pests.

Zonite Products Corp. earned \$134,002 during the six months ended December 31, 1928. This compares very favorably with the earnings for the year ended June 30, 1928, which were \$141,620. A change in practice has been made so that the fiscal year now ends on December 31 instead of on June 30.

The work of the National Clean Up and Paint Up Bureau in the New York district will be aided by the enlistment of 100,000 school children in the campaign. Leaflets have been distributed among them with the consent of Dr. William J. O'Shea, Superintendent of New York schools, and they will be asked to enlist the aid of their parents and neighbors in the drive for cleanliness.

Sulfonated fatty acids, aromatic sulfonic acids or their salts, may be used as wetting agents with mothproofing compositions for the spraying of furniture, upholstery, etc. Partially hydrogenated aromatic sulfonic acids, (which may contain alkyl, aryl, or aralkyl residues) also may be used for the same purposes. For example, a solution of four grains of sodium fluosilicate and one grain of sodium isopropyl-naphthalenesulfonate per liter may be used. — Br. Patent No. 285,285.

Insecticides which were formerly imported into British Guiana duty free, now bear a tariff of 2%, under the British preferential tariff.

HUDSON SPRAYERS

*help your product
make good!*

EIGHTY DIFFERENT STYLES

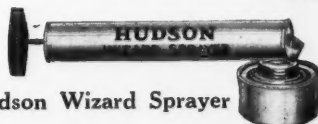
from which to choose —
from 5 ounces to 100 gallons

"A Pattern for every Purpose"

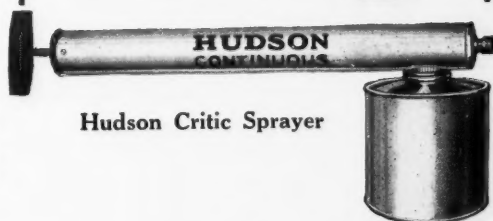
Here are four outstanding patterns in the insecticide world today.



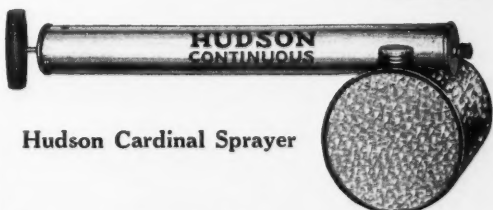
Hudson Fog Sprayer
Trademark Registered



Hudson Wizard Sprayer



Hudson Critic Sprayer



Hudson Cardinal Sprayer

Write for 42 page catalog.

HUDSON
MANUFACTURING CO.

589 East Illinois St. North Pier Terminal Bldg. Chicago
New York City Philadelphia Minneapolis
147 Chambers St. Dela. & So. St. 324-3rd Ave., N.

LETHANE

Concentrate

LETHANE CONCENTRATE—a new synthetic insecticide assuring a uniformity of product and simplicity in process which are impossible to achieve with plant or flower bases. Manufacturing economy, higher effectiveness, and greater customer satisfaction are characteristic of Lethane Concentrate insecticides.

DILUTE—PERFUME—USE

Further particulars and samples gladly furnished

Office
222 W. Washington Sq.
Philadelphia, Pa.

Röhm & Haas Co., Inc.

Works
Bristol, Pa., and
Bridesburg, Pa.

A Deodorizing Block Holder

... that's really different



This illustration will give you an idea of the new holder that's doing things in the deodorizing BLOCK field. This holder can be used in retail shops, offices, auditoriums and lobbies of theatres and public places, bank vaults, and many other places where a pleasant odor is desired but the toilet type holder is objectionable.

Write for sample and prices if you want to increase your sales on deodorizing BLOCKS.

PURITAN CHEMICAL COMPANY

ATLANTA, GEORGIA

We manufacture a complete line of Paradi specialties, and make BLOCKS to fit all holders.

Say you saw it in SOAP!

H. W. Sickler has returned to the janitor supply trade, and is now associated with Janitors Supply Co. of Pittsburgh as general manager.

Lambert Co. earned a profit of \$2,238,298 during the first quarter of 1929, equivalent to \$3.20 a share on 698,996 shares of capital stock, according to a recent financial report.

John Powell of John Powell & Co., New York, chairman of the Committee on National Insect Killing Week, has just returned from a three weeks' trip in the interests of National Insect Killing Week. Mr. Powell reports an enthusiastic reception of the work the committee is doing.

Continental Can Co., New York, is offering additional shares of common stock to shareholders at a price of \$60 a share, in the ratio of one share of new stock for each ten now held. Rights which expire May 23 are estimated to be worth about \$1.42 each.

H. J. McConnon & Co., of Winona, Minn., has now recovered from his recent illness and has returned to his office.

EVERYBODY WILL BE IN CHICAGO!

At the annual mid-summer meeting of the Insecticide & Disinfectant Manufacturers Association on June 10, 11 and 12.

Will you be there?

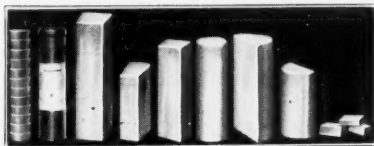
Plan now to arrive in Chicago on Sunday, June 9.

You will receive a cordial welcome.

Reserve your room at the Edgewater Beach Hotel now and plan to BE PRESENT!

Retail purchases of toilet articles in Chicago amount to almost \$13,000,000 annually, according to Chicago Department of Commerce. In addition to this wholesalers in the district do a \$25,000,000 a year business, and manufacturers turn out products valued at \$45,000,000 a year. The big outlet for these articles in Chicago is the department stores, which sell about \$6,000,000 of goods a year. Drug stores sell only about \$1,800,000 worth of goods a year, an average of \$3,300 for each of the 535 stores.

The World's Largest Manufacturers of Deodorizing Blocs!



A SIZE TO FIT ANY CONTAINER

Deodorizing and urinal blocs are made in shapes and sizes to fit any container, and are packed in cans and packages with *private* labels. Attractive and handsome containers in oxidized, white enameled, and nickel plated finishes are furnished with jobber's name plate, when ordered.

Originators and Pioneers of U. S. Aerzonator Blocs!

"Perfume To The Last Crystal"

Being the largest producer of deodorizing blocs in the world—naturally we are jealous of the good name of the Aerzonator. Meticulous care is exercised to maintain the Aerzonator's quality. Only the finest essential oils are used in its manufacture. Because of our scientific process of manufacture, we produce blocs of outstanding distinction . . . uniform, hard and lasting . . . known the country over as blocs which "perfume to the last crystal." To jobbers concentrating on the sale of the Aerzonator . . . there is the prestige of marketing a bloc which has *made a name for itself* . . . the assurance of a ready and profitable market, repeat order business, the building of good-will. Record production, popular demand enables us to lower jobbers' prices. *Glad to give you facts and prices!*

U. S. SANITARY SPECIALTIES CORPORATION

Laboratories and Works
435 S. Western Ave., Chicago

New York Division
59-63 East 12th St., (near B'way)



HEXCIDE Disinfectant

In bulk to the trade

A real germicide, cleanser and deodorizer. Fully meeting requirements of U. S. Dep't. of Agriculture. Makes a Milky White Emulsion with pleasant odor. No sediment or separation. Phenol coefficient guaranteed. Prices and samples on request.

From a gallon lithographed can to a tank car

TAR PRODUCTS CORPORATION

(NEW ENGLAND DIVISION, AMERICAN TAR PRODUCTS CO.)

REFINERS and MANUFACTURERS

New Industrial Trust Bldg.

Providence, Rhode Island

NEW YORK OFFICE:
120 BROADWAY

WORKS:
EAST PROVIDENCE, R. I.
NEW HAVEN, CONN.

now offering

WATER SOLUBLE ODORS

for theatre sprays

Lily Oriental — Rose — Verbena — Lilac
Carnation — and others

of the same quality as our regular line for

LIQUID SOAPS, DEODORANTS, SPRAYS, etc.

These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

Do you want an individual odor in your products—something that is noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of perfume you want and we will originate something for your exclusive use.

GEORGE V. GROSS CO.

**30 OLD SLIP
NEW YORK CITY**

Los Angeles Office—782 South San Pedro St., M. B. ABRAHAMS

Say you saw it in SOAP!

Compare Bergamot Prices

The following chart, prepared by P. R. Dreyer, Inc., New York, gives a resume of the market for oil Bergamot over the past eleven years:

Year	Low Prices	High Prices
1918.....	\$5.40	\$7.40
1919.....	5.10	7.35
1920.....	4.80	7.60
1921.....	5.25	6.60
1922.....	3.25	5.35
1923.....	2.80	2.90
1924.....	2.95	4.15
1925.....	3.90	5.65
1926.....	5.90	8.65
1927.....	5.75	6.60
1928.....	4.85	5.50

Average low.. \$4.54 Average high \$6.16
Average price over eleven years \$5.35

From the above you will note that only in the deflation period of 1922 to 1924 was Bergamot selling below today's prices.

Insecticide Market In Egypt

Insect pests, including mosquitoes, bed bugs, roaches, centipedes and scorpions, are found in Egypt in practically all seasons of the year, making the need for insecticides a constant one. The demand for such products is not large, however, for the natives have a small purchasing power and little knowledge of sanitary measures. The better class natives and the foreign population create the principal demand for insecticides, with their purchases in 1927 amounting to \$47,750. United States furnished \$18,358 of these products in 1927, and increased the shipments to \$36,000 in 1928. When engaged in this trade it is necessary to mark all products of this nature as "Poison." All dealers must have government licenses to sell poisons. The best system for building trade is to secure an agent in Egypt and cooperate with him in advertising to the consumers.

Alcohols, such as butyl or amyl alcohol, or their derivatives, such as their acetates, to which monopol soap, turkey red oil or resin soaps may be added, are used as insecticides. Fr. Pat. No. 640,782.

The naval stores producing areas in the South suffered very little damage from the recent tornado, according to a report from the district.

KING & HOWE

IMPORTERS

Incorporated

MILLERS

PYRETHRUM

(K&H)

11 CLIFF ST.

NEW YORK

Insect Powder

Half Closed Dalmatian

Closed Dalmatian

Japanese

Contracts Solicited

Insect Flowers

Allow us to quote you direct from the go-downs of Japan and the interior collecting centers of Dalmatia or on our spot stock

"Headquarters for Bulk Buyers"

HOUCHIN-AIKEN

Complete Equipment for LIQUID SOAP MANUFACTURE

We manufacture equipment especially suitable for liquid soap manufacture. Besides supplying the necessary machinery, our service includes advice as to the best manufacturing method, individual cases of course requiring distinct suggestions. Consult us before you fit up a liquid soap plant. Tell us what output you expect to start with and complete plant details, together with equipment costs, will be furnished promptly.

If you are now making liquid soap, and do not believe your product or your production is just what it ought to be, communicate with us. If we can't make your plant turn out satisfactory goods in ample quantity nobody can. Being specialists in the manufacture of equipment used in making all kinds of soap, liquid soap presents no unusual problem to us. When you need help call on America's premier soap machinery house.

HOUCHIN-AIKEN COMPANY
HAWTHORNE NEW JERSEY

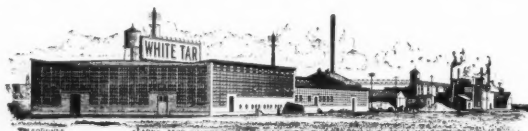
SOAP MACHINERY

THE WHITE TAR COMPANY of New Jersey, Inc.

Founded in 1886

Belleville Turnpike

Kearny, New Jersey



Naphthalene of Uniformly High Quality

Refined — High melting point — Prime White. In flakes, crushed, crystals, lumps, powder, balls, tablets, blocks—for use in making moth preventives and deodorizing blocks. Furnished in bags, kegs, barrels and small retail packages. A carton or a carload.

*Spring contracts on Naphthalene
now being closed*



F. O. B.
Works
Kearny
New Jersey
Cincinnati
(Ivorydale)
Ohio

Say you saw it in SOAP!

Order Your Streamers

NATIONAL INSECT KILLING WEEK COMMITTEE is now distributing streamers for use by *all* manufacturers of insecticides. These streamers are 9 by 24 inches and are being sold by the Committee to manufacturers at cost,—\$15.00 per thousand. All manufacturers should help in this work and send out the streamers through their distributors. Order from the Committee, care of John Powell & Co., 114 East 32rd St., New York.

National Insect Killing Week is July 7 to 13. Order your posters now so they can be delivered to you early. Help the sale of your own goods by helping National Insect Killing Week!

Pylam Products Co., manufacturing chemists, New York, is now marketing a new product, Pylafoam A, which increases lathering properties, and neutralizes alkalinity in soaps. It is especially suitable for milled toilet soaps, crutched hand soaps, pastes and shaving creams. This company also makes Pylafoam X, for use in the manufacture of liquid soaps and shampoos.

E. I. du Pont de Nemours & Co. reports a net profit of \$23,847,677, or \$2.42 a share on the 9,838,675 shares of common stock outstanding, for the first quarter of 1929. This compares with \$20,304,487, or \$2.18 a share earned on the 9,315,803 shares of common, during the first quarter of 1928. The increase in shares resulted from the absorption of Grasse Chemical Co. in December, 1928.

Supervision of the Italian olive oil industry is contemplated by the Italian government in an effort to increase the yield of oil. It is planned to modernize all existing mills and to set up standards for the erection of future mills. The average yield in 1927 was 15.9 liters per quintal of oil.

A corporation marketing a tooth paste represented as containing free iodine, when in reality it contained only certain iodides, has agreed to cease using such misleading statements in connection with the sale of the said tooth paste.

Members of the Proprietary Association met at Hotel Commodore, New York, May 8 and 9. Frank Blair, president of the association, presided.

Boosting the Sale of Insecticides— and Disinfectants—



By Providing a *Faster— Easier—Cheaper—Method* of Application

Because the Presto Model 102 Electric Spray Gun does a better job than the old style pump sprayers—and because the Presto is so handy, fast, cheap and easy to operate—old customers do more spraying of insecticides and disinfectants, and new customers are constantly added.

The Presto 102 assures better work—for the specially designed fan completely atomizes the liquid in the jar.

The pistol shaped handle fits comfortably in the hand, giving the operator perfect control of the gun.

And the Universal high speed electric motor is properly protected for continuous, trouble-free operation.

Mail the coupon today for the special folder and low prices.

Metal Specialties Mfg. Co.

338-352 N. Kedzie Ave.

Chicago, Ill.

Please send me the special folder and prices on the Presto 102 Electric Spray Gun.

Name

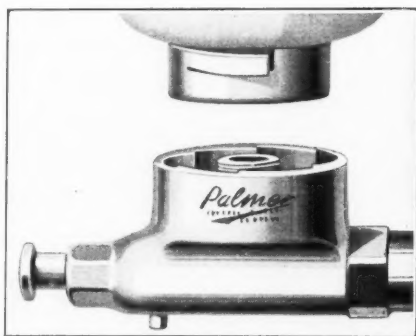
Company

Address

City..... State.....

Liquid Soap Dispensers with a New Bowl Replacement Feature

Broken bowls easily replaced without cement, or sending the parts to the factory. Brackets need not be taken from wall.



Bowls are as securely attached to bracket as if cemented and cannot be removed unless broken.

The New Palmer "Letter Series" Line

A Style for Every Requirement — Fully Guaranteed.

Write for Descriptive Literature.

PALMER PRODUCTS, Inc.

Main Offices, Factory and Laboratories
WAUKESHA, WISCONSIN
New York Office - 528 W. 40TH ST.

Manufacturers of
School Supplies
Janitor - Sanitary

Send for
Complete
Catalog

When You Select a SPRAYER for Your Product



Remember

We Build Sprayers to Order

It is also a fact that ACME sprayers—always sold under a money-back guarantee—have in nearly half a century of time gained the highest point of perfection. There is an ACME sprayer to suit practically every need.

Better Results from ACME Sprayers

The better the sprayer the better the results obtained from your product. Therefore, it will pay you to consider the ACME. Noteworthy improvements include our No. 200 sprayer with its superior drip cup attachment, the co-ordinated air and spray tubes that create the most effective mist; the special leather plunger and the improved can screw which prevents siphoning when sprayer is not in use.

Write for samples and prices

POTATO IMPLEMENT CO., Dept. 34—Traverse City, Michigan



Say you saw it in SOAP!

Trade Marks Granted

(From page 59)

No. 254,324. Metal Polish. Sapolin Co., Inc., New York. Filed October 12, 1928. Serial No. 273,722. Published November 27, 1928. Class 4.

No. 254,331. Toilet Soaps. Cheramy, Inc., New York. Filed July 21, 1928. Serial No. 269,944. Published December 25, 1928. Class 4.

No. 254,332. Toilet Soaps. Cheramy, Inc., New York. Filed July 21, 1928. Serial No. 269,943. Published December 25, 1928. Class 4.

No. 254,342. Insecticide. Uniform Products Co., Lancaster, Pa. Filed September 21, 1927. Serial No. 255,042. Published November 22, 1927. Class 6.

No. 254,344. Cleansing Material. Liberty Lubricating Company, Pittsburgh, Pa. Filed July 21, 1927. Serial No. 252,374. Published December 20, 1927. Class 4.

No. 254,352. Cleaning Compound. Davis Chemical Co., Baltimore. Filed October 15, 1928. Serial No. 273,804. Published January 1, 1929. Class 4.

No. 254,480. Dentifrices. William A. Webster Co., Memphis, Tenn. Filed November 23, 1928. Serial No. 275,759. Published January 8, 1929. Class 6.

No. 254,515. Soap Cleaner. Dalrymple Co., Benton Harbor, Mich. Filed November 1, 1928. Serial No. 274,647. Published January 15, 1929. Class 4.

No. 254,516. Clothes-Washing Compound. Rome Cleanser Co., Chicago. Filed November 1, 1928. Serial No. 274,635. Published January 15, 1929. Class 4.

No. 254,619. Toilet Soap. Charles A. Crary, Wyoming, Cincinnati, Ohio. Filed April 5, 1928. Serial No. 264,360. Published January 15, 1929. Class 4.

No. 254,725. Shaving Soap. Siko, Inc., New York. Filed November 28, 1928. Serial No. 275,992. Published January 15, 1929. Class 4.

No. 254,780. Soap. Haskins Brothers & Co., Sioux City, Iowa, and Omaha, Neb. Filed November 9, 1927. Serial No. 257,287. Published January 10, 1928. Class 4.

No. 254,795. Insect Exterminator. Midway Chemical Co., Chicago. Filed July 14, 1927. Serial No. 252,054. Published December 20, 1927. Class 6.

No. 254,798. Insecticides. Uniform Products Co., Lancaster, Pa. Filed June 29, 1927. Serial No. 251,286. Published February 14, 1928. Class 6.

(Continued on page 123)

VOGEL

Insecticide Sprayer



A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.

Also Manufacturers of

Shaker Top Cans
for paradichlorbenzene crystals

Plain or Decorated
Tin Cans
for Pastes, Soft Soaps,
Dry and Liquid Insecticides.

**Holders for
Deodorizing Blocks**

Write us about your requirements and we will gladly submit samples and prices without any obligation on your part.

William Vogel & Bros.

ncorporated

"IN BUSINESS OVER 50 YEARS"

37-47 SOUTH 9th STREET
Brooklyn, N. Y.

6 Features

*Distinguish Nox-Kwik
The Perfect Insecticide*

1. NOX-KWIK kills flies, mosquitoes, bed-bugs, ants and other winged insects. (It does not merely stun as ordinary insecticides do.)
2. NOX-KWIK is always of standard uniform strength—100% active ingredients.
3. NOX-KWIK is non-poisonous and practically odorless. It will not contaminate food-stuffs.
4. NOX-KWIK is stainless. It will not harm the finest fabrics, furniture or metals.
5. NOX-KWIK is economical in use. Less of Nox-Kwik is required than the ordinary fly sprays.
6. NOX-KWIK will be pleasantly perfumed at slight additional cost.

[NOX-KWIK is packed in various size containers from a 65 gallon drum to a half pint can.

*Now ~ Quick Profits
and Repeat Sales
With*

FLY SPRAY

Nox-Kwik

FLY SPRAY

The All Purpose Liquid Insecticide

We are protected on raw materials for 1929 and can offer attractive prices and contracts on Nox-Kwik to Jobbers.

Please request samples and quotations. Furnished either scented or unscented.

U. S. SANITARY SPECIALTIES CORP.

Laboratories and Works — 435 So. Western Ave., Chicago

Bouquet No. 77

The

FLY SPRAY

PERFUME

THE season is fast approaching when fly sprays will be in great demand. Be prepared to offer your customers a product they will be pleased to use. A product in which the petroleum distillate is fully disguised when it is sprayed.

Bouquet No. 77 is economical to use—1 ounce to 1 gallon of spray. Guaranteed not to stain or possess a "medicine like" odor.

Let us submit samples.



P. R. DREYER INC.
26 CLIFF STREET NEW YORK

Grasse - Sole Representative of **BERTRAND FRERES** - France

Sole Selling Agent for

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

NORD AFRICAN
COMMERCIAL
Alger, Africa
Oil Geranium

H. RAAB & CO.
Roermond, Holland
Artificial Musk

PAOLO VILARDI
Reggio Calabria, Italy
Messina Essences

Say you saw it in SOAP!

Soap Through the Ages

(From page 27)

Not until comparatively modern times did soap again gain any prominence as a commercial product. Its use in the early days of its manufacture at Savona was restricted almost solely to the Italian Peninsula. If it was then an article of trade the records of history do not show it. At this time, we find one of the ingredients now commonly used in almost all fine toilet soaps coming into prominence. The contract of Western Europe with the Near East and the Orient during the crusades had taught the somewhat crude people of Western Europe the use of perfume. It is strange that this fact in itself should have restricted the use of soap.

The issue cannot be avoided that the people of the time preferred to use perfume to hide bodily odors due to filth rather than to use soap as a means of removing it. The habit of bathing, which had begun to gain some headway, was again abandoned and still there seemed to have been no relation between the soap of the time and perfume and it is strange that the very obvious thing of perfuming soap had not yet occurred to any one. History speaks of olive oil as a base for the soap originally manufactured in Savona. What its other ingredients were we do not know, or what form of alkali was used in its making. To sum up the relation of soap to civilization from the time of its discovery either in Phoenicia, Rome or Mesopotamia—it is to be seen that it was directly influenced by the modes of living of the dominant people throughout twenty-five centuries.

(To be concluded)

Glycerin Analysis

(From page 85)

noting the temperature of the standard solution are observed."

Good progress is being made in the analysis of both the soap and glycerin samples and the committee hopes to be able to report accepted analyses of both samples at the fall meeting.

The Chairman and Secretary thank each member of the committee and also the co-operating laboratories not committee members for the splendid spirit of cooperation manifested in the work.

A. K. CHURCH

Chairman Soap Section Committee

W. A. Peterson, Secretary

c/o Kirkman & Son

215 Water Street

Brooklyn, N. Y.

CRESYLIC ACID

97-99%

WE offer limited quantities of imported, duty-free or domestic grades of 97-99% Cresylic Acid to the purchaser who must have a dependable source of supply.

If your inquiry gives us approximate distillation range desired, as well as quantities involved, it will help us to make a prompt and intelligent quotation.



Other Industrial Chemicals supplied by the American Cyanamid Company include:

Anhydrous Ammonia	Formic Acid
Aqua Ammonia	Hydrocyanic Acid,
Ammonium Chloride	(Liquid)
Ammonium Phosphate	Red Prussiate of Potash
Carbonate of Potash	Sodium Phosphates,
Case Hardening	Di and Tri
Compounds	Sulphur
Chromic Acid	Sulphocyanides
Copper Sulphate	(Thiocyanates)
Cresylic Acid	Thiourea
Diorthotolylguanidine	Urea
Diphenylguanidine	Yellow Prussiate of
Ethyl Lactate	Potash
Ethyl Oxybutyrate	Yellow Prussiate of Soda

Write Industrial Chemicals Division

AMERICAN CYANAMID COMPANY

535 Fifth Avenue : : New York

The Outstanding Achievement



**The Nu-Day
Sprayer**

*The Nu-Day
Sprayer is made
with a special
drip flange at
the pump end.*

LOWELL has given to the Insecticide trade the Nu-Day Sprayer, unique in design and constructed to function perfectly with any Insecticide.

The success of your product hinges upon its proper application. The Nu-Day vaporizes the liquid completely and is dripless at any angle.

The skill of the finest workmen and the perfection of material used insure each Nu-Day Sprayer to be exactly like every other.

There is no substitute for the Nu-Day.

Catalog L-29 and New Sprayer Booklet now available.

LOWELL SPRAYER COMPANY

Successors to Lowell Specialty Company

LOWELL, MICH.

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U. S. A.

RECOMMENDED PREMIUMS

We specialize on premiums used by the manufacturers and jobbers of soap and allied products.

In this issue, we are offering our big premium number at a price that is worthy of your consideration.



A real sales stimulant. Each, \$3.95. In dozen lots, \$3.75. Shipping weight, 90 pounds.

Our 1929 Catalog contains hundreds of premium bargains. Mailed free on request!

No. 4338. Beautiful hand-rubbed mahogany finished Tambour Clock; 18 inches long, 8 inches high, 5½-inch dial; brass lacquered sash. Dependable 40-hour lever movement. Fully guaranteed.

METROPOLITAN WATCH & JEWELRY COMPANY

Manufacturers and Wholesale Distributors

Diamonds, Watches, Jewelry, Radio, Electrical Appliances, Clocks, Silverware, Cut Glass, Optical Goods, Field and Opera Glasses, Ivory Goods, Cutlery and Novelties

537 South Dearborn Street

CHICAGO, U. S. A.

Say you saw it in SOAP!

Insecticides in Latin America

(From page 99)

larger demand for insecticides. Various American and European products compete on the local market. During 1927 shipments of household insecticides to Paraguay from the United States amounted to 11,261 pounds valued at \$3,576.

Costa Rican Market

NO detailed statistics are available as to the amount of insecticides and disinfectants consumed in or imported into Costa Rica. However, a small market for household insecticides exists. Several brands are for sale, tending to make the market a competitive one. United States exports of household insecticides and disinfectants to Costa Rica during 1927 amounted to 28,770 pounds valued at \$7,318. Insecticides and disinfectants are sold by druggists, hardware dealers and firms dealing in general merchandise and are imported directly and through manufacturers' representatives. The difficulty with dealing through manufacturers' representatives is that they usually handle so many lines of goods that their time is devoted to those lines assuring them the

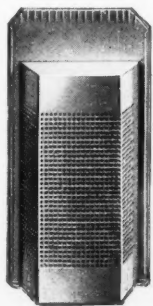
most attractive commission with a consequent detriment to the business of the other manufacturers.

Venezuelan Market

THERE is a good demand for household insecticides and many brands of the spray variety are on the market. The chief impediment to their more extensive sale is the relatively low purchasing power of the mass of the people. The sprays now in use are practically all of American origin and it is reported that even in small villages American sprays have been observed for sale and dealers state that they are very popular. United States exports of household insecticides to Venezuela during 1927 amounted to 211,773 pounds valued at \$73,816. This considerably increased demand for insecticides in Venezuela is partially due to the active government campaign conducted recently with the idea of educating the public to the desirability of ridding themselves of insect pests and partially due to the extensive advertising campaign carried on by some of the larger American manufacturers.

Various methods of distribution are used. Aside from the direct personal efforts of well qualified representatives demonstrating prod-

Let us make your DEODORIZING BLOCK HOLDERS



WE SPECIALIZE in containers for your use. All goods made to order in standard finishes, Oxidized Copper, Nickel Plate, White Enamel, etc.

We can also supply other items such as

Liquid Soap Tanks Deodorizing Block Forms

All made to your own specifications.



THE BURROWS METAL MANUFACTURING CO.

Established 1852

572 GREENWICH STREET

NEW YORK CITY

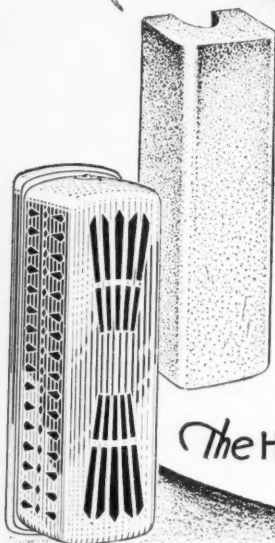
ZEF-IR

BLOCS, CRYSTALS BLOCKETTES.

ZEf-IR products really purify the air and are not merely perfumes. Zef-ir Bloes in various sizes are ideal for use in theatres, schools, institutions, hotels, etc. Zef-ir Crystals are handy to shake about the corners of the room. Zef-ir Blockettes are urinal cakes which evaporate slowly and maintain sanitary and wholesome conditions.

Write for samples and prices!

The HUNTINGTON LABORATORIES Inc.
Huntington-Indiana



INSURE

the appearance of your packages
when they reach the retailer's shelves!



THE TRADE MARK OF REAL SERVICE
for

PACKAGE WRAPPING GUMS LABELING PASTES
CASE SEALING GLUES

ADHESIVES FOR EVERY HAND AND MACHINE OPERATION

May We Have Our Representative Call?

National Adhesives Corporation

Successors to

NATIONAL GUM & MICA CO., GLUCOL MFG. CO., DEXTRO PRODUCTS, Inc.
Executive Offices: 820 GREENWICH ST., NEW YORK, N. Y.

Factories: DUNELLEN, N. J. - BOSTON - CLEVELAND - CHICAGO - SAN FRANCISCO
TORONTO, ONT.

Say you saw it in SOAP!

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ucts offered on the local market and the appointment of local agents, firms have often found it advisable to appoint an active manufacturer's sales agent. These representatives as a rule sell to both wholesalers and retailers as trade lines are often not clearly defined. The usual method has been for the foreign exporter to ship direct to the purchaser and draw on him for payment, customary credit being from 30 to 90 days. In this manner the agent does not maintain more than a sample stock of goods and has nothing to do with payment except in an advisory capacity. A feature of the Government campaign to increase the use of insecticides was a provision introduced into the customs tariff permitting free entry of chemical substances employed against insect pests and parasites together with containers and the apparatus essential for the effective use of substances.

Trade Marks Granted

(From page 117)

No. 254,849. Washing Fluid. Quartararo
Acqua Lina Mfg. Co., Brooklyn, N. Y.
Filed October 22, 1928. Serial No. 274,130.
Published January 15, 1929. Class 6.

No. 254,863. Disinfectant Cleaner. Home Chemicals, Inc., Detroit. Filed December 13, 1928. Serial No. 276,655. Published January 22, 1929. Class 6.

No. 255,149. Cleaning Fluids, General Sales Co., Brooklyn. Filed May 25, 1927. Serial No. 249,529. Published November 1, 1927. Class 4.

No. 255,158. Hair Shampoo. Mackie Pine Oil Specialty Co., Covington, La. Filed September 28, 1928. Serial No. 273,109. Published January 29, 1929. Class 6.

No. 255,171. Insecticides, Disinfectants. Stanco Inc., Wilmington, and New York, N. Y. Filed November 9, 1928. Serial No. 275,082. Published January 29, 1929. Class 6.

No. 255,186. Shaving Cream and Toilet Soap. Pine Tree Products Co., Newport, N. H. Filed November 1, 1928. Serial No. 274,621. Published February 5, 1929. Class 4.

No. 255,200. Tooth Paste. William R. Messer, Boston. Filed December 14, 1928. Serial No. 276,728. Published January 29, 1929. Class 6.

No. 255,226. Insecticides. Congress
Petroleum Corp., Rahway, N. J. Filed No-
vember 12, 1928. Serial No. 275,156. Pub-
lished January 29, 1929. Class 6.

No. 255,326. Tooth Paste. Samuel M. Burgess, 2nd, Cleveland, O. Filed August

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Do you enclose a booklet or circular with each package of your product? This is one of the cheapest and most effective means of advertising. When they buy one of your products, tell them about the others through an enclosed booklet or circular.

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CRESYLIC ACID

All Grades

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Specially prepared for
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Blocks made with this press, by the new cold pressed method, sell better and cost much less to make. Save 5% of your raw material, cut labor, and make a smooth, even, deodorizing block that will please your customers much more than the old style, irregular blocks. Complete cost details and manufacturing suggestions on request.

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*Prepare for increased insecticide sales—
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will produce your pyrethrum extract economically, quickly and in quantities large enough to keep up with increasing demands. We build percolators in any size—50 gal., complete, made from armco ingot galv. iron, only \$35.00.

FARLINGER-RICE CO., East Orange, N.J.

Also makers of TANKS, TUBS, PAILS and special metal goods

Say you saw it in SOAP!

13, 1928. Serial No. 270,912. Published February 5, 1929. Class 6.

No. 255,346. Tooth Paste. Gilbert Products Corp., New York. Filed October 12, 1928. Serial No. 273,692. Published February 5, 1929. Class 6.

No. 255,354. Insecticide. William K. Richman, Philadelphia. Filed October 3, 1928. Serial No. 273,316. Published February 12, 1929. Class 6.

No. 255,489. Toilet Soap. Charles A. Crary, Wyoming, Cincinnati. Filed April 5, 1928. Serial No. 264,361. Published June 26, 1928. Class 4.

No. 255,498. Soaps. Le Roy Manufacturing Co., Chicago. Filed June 13, 1928. Serial No. 267,957. Published November 27, 1928. Class 4.

No. 255,549. Insecticides, Deodorants. Harold T. Weiss, doing business as Chemical Products Co., Glendale, Calif. Filed November 30, 1928. Serial No. 276,014. Published February 12, 1929. Class 6.

No. 255,557. Tooth Paste. John W. Davis, Jr., Houston, Tex. Filed November 26, 1928. Serial No. 275,828. Published February 12, 1929. Class 6.

No. 255,683. Auto Polish and Furniture Polish. Standard Oil Co. of California, Wilmington, Del., and San Francisco, Calif. Filed September 7, 1928. Serial No. 272,060. Published February 12, 1929. Class 16.

No. 255,743. Disinfectant. Acme Chemical Co., Milwaukee. Filed November 20, 1928. Serial No. 275,547. Published February 12, 1929. Class 6.

No. 255,784. Insecticides. Phenol Chemical Co., Chicago. Filed December 21, 1928. Serial No. 277,080. Published February 19, 1929. Class 6.

No. 255,917. Shaving Cream. William A. Webster Co., Memphis, Tenn. Filed December 8, 1928. Serial No. 276,503. Published February 12, 1929. Class 4.

Requirements for the labeling of caustic soda which was placed in the category of insecticides or fungicides by Article 33 of the Aug. 20, 1914 insecticide announcement, have recently been modified. It will not be considered as an insecticide or fungicide in the future unless there is an intention expressed or implied in the sale, that it is to be used for insecticidal or fungicidal purposes.

Manufacturers of proprietary and patent medicines during 1927 employed 15,071 people in 1,282 establishments and bought raw materials, containers, etc., valued at \$84,640,850, and produced goods valued at \$278,242,929.

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"INERTO" is worth meeting if you don't know it.

A new step in sealing bottles, cans and tubes has been taken in developing this material. A small flat disc of Inerto in a cap will actually mold itself to conform to the sealing surface of your container. That's because it is plastic.

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Leading the way to better sealing; supplying caps to world famous producers in this country and abroad, we are prepared to undertake the solution of your sealing problems. Inquiries will receive prompt and personal attention.

FERDINAND GUTMANN & CO.
168—39th St. Brooklyn, N. Y.

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PYRETHRUM

Bulk Insecticides a Specialty—also, Concentrated Extract of Pyrethrum.

IF

Your problem concerns pyrethrum in any form our analytical and research laboratories are at your service.

DEPENDABLE - GUARANTEED - SERVICE

by leaders in Pyrethrum Products for almost half a century

MCCORMICK & CO., INC.

BALTIMORE, MD.



HEADQUARTERS FOR GOOD USED SOAP MACHINERY

*Overhauled, Rebuilt and Tested in our Modern Machine Shop at
our Plant and Warehouse, Newark, N. J. Inspection Invited.*

ATTRACTIVE PRICES — IMMEDIATE SHIPMENT

Space does not permit listing every item in stock. Write for items not yet listed.

- | | |
|--|--|
| 1—Proctor & Schwartz Soap Chip Dryers,
1200 # capacity. | 2—Broughton Mixers, size A-2, ½-ton. |
| 2—H-A 5-roll Steel Soap Mill, 14x36. | 1—Broughton Mixer, size A-1, 1-ton. |
| 2—Huber Granite 3 roll Mills 10"x24". | 2—Jones A Automatic Soap Presses. |
| 1—H. A. Granite 3 roll Mill, 12"x24". | 5—Soap Chippers, 22", 24" and 30". |
| 1—Rutschman twin screw Plodder, 6" | 20—Filter Presses, 12", 18", 24", 30",
36" and 42". |
| 9—Crutchers, 3600, 3000, 1500, 600 lb.
capacity, Dopp, Doll, Houchin-Aiken. | 200—Soap Frames, 1500 #, 1200 # and
600 # capacity. |
| Miscellaneous Soap Cutters, Slabbers, Plodders, Foot Presses, Jacketed Kettles, Tanks,
Mixers, Fillers, Pumps, etc. | 5—Soap Grinders H. A. and Blanchard. |
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LET US BE YOUR CUSTOMER!

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Vegetable Oils

Oil Seeds

Glycerine

Copra, Coconut Oil, Palm
Kernel Oil, Vegetable Tallow,
Animal Tallow, Soya Bean
Oil, Linseed Oil, Fish
Oils, and Whale Oil.

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CHICAGO

40 Rector Street

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the new
SOAPMAKING OIL

has been
IMPROVED

PAROKA

RUBBERSEED OIL

is now offered in an improved grade.
The new product is lighter in color,
lower in f.f.a., and is filtered.

Use it in your
SOFT SOAPS
at a real saving.

Produced by
PROSCO OIL CORP., Norfolk, Va.

Sold by
RAYNER & STONINGTON, Inc.
79 Wall Street New York

Say you saw it in SOAP!

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Classified Advertising—All classified advertisements will be charged for at the rate of ten cents per word, \$2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, \$1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of SOAP, 136 Liberty St., New York.

Chemist—Desires position. Skilled in toilet, textile and laundry products, textile oils, insecticides and disinfectants. Philadelphia district preferred. Address Box 398, care SOAP.

Salesmanager—Man who has had experience in the sale of soap products wanted by manufacturer. Give experience and salary wanted. Address Box No. 400, care Soap.

Salesmen—If you are selling your main line to the drug, hardware or grocery trade, our internationally known insecticide line will fit in with yours. Drawing account and commission. Congress Petroleum Corp., 7 Water St., New York. 396

Position Wanted—Man with 18 years' experience in the refining and bleaching of oils and in the manufacture of soaps. For further information, address M. A. W., P. O. Box 67, Milwaukee Junction Station, Detroit, Mich.

Soap Maker Wanted—Experienced in making all grades of laundry soaps, and cold made toilet soaps, potash soft soaps, bases, etc. Position with Pacific Coast plant and it is preferred that applicant now be located in this territory. For a man who can qualify, and who is adaptable to changing conditions, an exceptional opportunity for advancement is offered. Write Box 390, care Soap.

Wanted—Man experienced in the manufacture of liquid soaps and cosmetics for plant in New York. Communicate experience and salary wanted to Box No. 393, care Soap.

For Sale—Three glycerin evaporators and one C. P. glycerin distillation plant in

COMPLETE SOAP PLANT in process of LIQUIDATION

Consisting of:

- 1—Soap Chip Dryer with Chilling Rolls.
- 1—HA 6 Knife 22" diameter Chipper.
- 3—Dopp & Doll Vert., 1000 & 1500 lbs. Crutchers.
- 1—Standard Foot Press.
- 2—Jones & Ralston Automatic Presses.
- 1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
- 8—Cast Iron, 12, 18, 24, 30 & 36 inches square, Shriver and Sperry Filter Presses.
- 50—600 & 1200 lbs. capacity Frames.
- 2—3 Roll Huber & HA Stone Mills.
- 1—4 Roll Rutchman Stone Mill.
- 1—10-A Blanchard Mill.
- 4—Nos. 1, 2 and 3 Meade Mills.
- 1—No. 0000 Raymond Mill.
- 1—Powder Crusher.
- 2—6" Single and Twin Screw Plodders.
- 2—Broughton Mixers.
- 6—J. H. Day Sifters & Mixers, sizes A, B, C, D & G.
- 1—Ten bbls. capacity, Day Jumbo Type, Mixer.
- 2—Large Soap Boiling Kettles, open and closed coils.
- 1—American Soap Wrapping Machine for 6, 8 and 10 oz. cakes, COMPLETE.
- 10—Duplex & Simplex Steam; Triplex and Rotary pulley driven Pumps.
- 2—Slabbers, 600, 1500 lbs. Hand and Power Driven.

BLOWERS - EXHAUST FANS - SHAFTING -
HANGERS - PULLEYS - VALVES - BELTING -
PIPING - FITTINGS - STEEL AND WOOD
TANKS - PUMPS - STORAGE TANKS -
MOTORS - BUCKET ELEVATORS - ETC.

Send for Complete List!

We buy and sell from single items to
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STEIN-BRILL CORP.

25 CHURCH STREET

PHONE! New York City WRITE!

Phones—Barclay 4850-1-2

ALAN PORTER LEE

Engineer

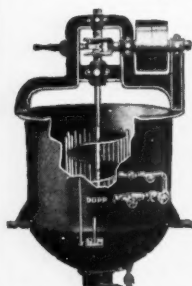
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Soap Making

Design - Construction - Operation

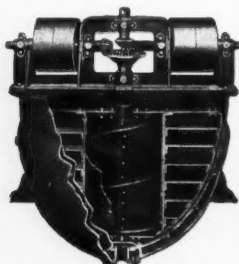
136 Liberty Street

New York, U. S. A.

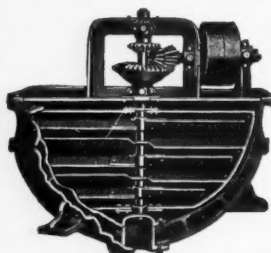
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Style "A" Crutcher



Style "AD" Mixer



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Mixers for laundry, toilet, liquid, sand or oil soaps. Sizes 5 to 1000 gallons. Ask for Cat. No. 7.

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SHAMPOO BASE SHAMPOO POWDER

in BULK

and

under Private Brand

The base dissolves easily in soft water alone into a water clear liquid with no disagreeable odor. The finished shampoo cannot be surpassed in quality by any now on the market. Shipped in barrels of 450 and 270 pounds, kegs of 100 lb. or in pails of 50 pounds. The powder is manufactured from the purest and best ingredients. Ready for you either in bulk or packaged under your own brand.

Makers also of shaving soap, cream and milk medicated soaps and toilet soaps.

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AQUAGEL For Soaps

An inorganic gel-forming agent with detergent and soaplike qualities. Invaluable for increased yield.

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Say you saw it in SOAP!

excellent condition at very reasonable price. Acme Oil Corp., 189 N. Clark St., Chicago.
M-J-J-394.

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Not a Soap Filler, but a colloidal chemically combined ingredient of soaps and cleaning compounds, used extensively in this country and abroad. Write for sample and prices of our Wyoming Bentonite. Acme Oil Corp., 189 N. Clark St., Chicago.
397

Formulas for Polishes, Cleaning Compounds, Hand Pastes, Liquid Soaps, Washing Compounds and Tablets, Automobile Specialties, Insecticides, Flavors, Toilet Preparations, etc. Catalog and circulars free. H. Thaxly Co., Washington, D. C.

Salesmen Wanted—Unusual opportunity offered to experienced salesmen who know the trade, to represent established manufacturer of newly developed insecticide sprayers. Give full details in first letter. Box No. 376, care SOAP.

Welch, Holme & Clark Co., New York, suppliers to the soap industry since 1839, are now exclusive agents in the United States, Canada and Latin America, for *New-O-Sapine*, a superfatting agent for toilet and liquid soaps, which is manufactured in Germany by H. Wertheim Sohne, Berlin-Weissensee.

A new plant from which a vegetable oil may be obtained has been discovered by a British farmer, according to a Department of Commerce report. The plant, *Broter*, yields 4,480 lbs. of seed to the acre, which can be treated to secure 15% of oil. The plant is only in an experimental stage, having been cultivated on a small scale for the last two years at a farm in Devonshire.

Cleaning and dyeing establishments in United States, operated by mechanical power and having annual receipts of \$5,000 or more, numbered 3,173 in 1927, as compared with 2,406 in 1925, according to the United States Census of Manufactures. This represented an increase of 32%, while gross receipts were increasing 39%, from \$102,394,284 to \$142,784,874.



PINOLAVE (Magic Cleaner)

ACTS LIKE MAGIC ON DIRT AND GREASE

Answers all the purposes of grit soap, scrubbing compound, acid cleaners, liquid soap, linseed oil soap, etc. Harmless to the skin. Soothing and healing to sore hands. A boon for workmen for washing up when the whistle blows. Pleasant and agreeable Pine aroma. 100 per cent effective for floors, woodwork, tile, linoleum, etc. One gallon makes 75 to 100 gallons ready for use. Sells like hot cakes. An all the year around seller. A money maker for any jobber to handle.

Our Price 60c per Gallon in 50 or 55 Gal. Drums f. o. b. Cleveland, Drums Included

Send for Free Sample and Further Information

THE CHEMICAL SUPPLY CO.

2450 Canal Road, CLEVELAND, OHIO

Manufacturers of Disinfectants, Insecticides and Sanitary Specialties for the Jobbing Trade

**bulk
soft
soap**

For the trade

Liquid Soap Base
Auto Soap
Oil Soap

Liquid Soap
Pine Oil Soap
U. S. P. Green Soap
Shampoo Base, etc.

Harley soft soaps are made right and are priced right. Send us your next inquiry for any of the above and a sample and quotation on your requirements will prove this statement.

HARLEY SOAP CO.

2852 E. PACIFIC ST.
PHILADELPHIA

Where to buy

RAW MATERIALS and EQUIPMENT

for Soap and Disinfectant Manufacture

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "Say you saw it in *SOAP*."

ABRASIVES AND FILLERS

Aquagel Co.
Tamms Silica Co.

ALKALIES

Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Michigan Alkali Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Truempy, Faesy & Besthoff
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

BAGS

Bemis Bros. Bag Co.

BULK AND PRIVATE BRAND PRODUCTS

Baird & McGuire, Inc.
Bobrick Mfg. Corp.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Harley Soap Co.
Huntington Labs., Inc.
Kranich Soap Co.
Palmer Co.
John Powell & Co.
Puritan Chemical Co.
Geo. A. Schmidt & Co.
M. Schneider & Sons
A. Srebren & Co.
Stevens Soap Corp.
Teele Soap Co.
U. S. Sanitary Specialties Corp.
Unity Sanitary Supply Co.
White Tar Co.
Windsor Wax Co.

CANS

American Can Co.
Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

CHEMICALS

American Cyanamid Co.
Diamond Alkali Co.
Dow Chemical Co.
Federal Phosphorous Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Mechling Bros. Chemical Co.
Merck & Co.
Michigan Alkali Co.
Monsanto Chemical Works
Newport Chemical Works

Niagara Alkali Co.
Parsons & Petit
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Truempy, Faesy & Besthoff
Victor Chemical Works
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid Oil, etc.)
American Cyanamid Co.
Baird & McGuire, Inc.
Barrett Co.
Chemical Supply Co.
Dominion Tar & Chem. Co.
Wm. E. Jordan & Bro.
Tar Products Corp.
White Tar Co.

DECOLORIZING PRODUCTS

Buffalo Electro Chemical Co.
Darco Sales Corp.
Glidden Food Products Co.
Purit Co.

DEODORIZING BLOCK HOLDERS

Burrows Metal Mfg. Co. (also forms)
Huntington Laboratories
Palmer Co.
Puritan Chemical Co.
U. S. Sanitary Specialties Corp.
Unity Sanitary Supply Co.
William Vogel & Bro.

EQUIPMENT, MISCELLANEOUS

Alsop Engineering Co. (storage tanks)
Anthony J. Fries (soap dies)
Unity Sanitary Supply Co. (drip machines)

MACHINERY, LIQUID HANDLING

Alsop Engineering Co.
Mixing Equipment Co.
Pneumatic Scale Corp.

MACHINERY, PACKAGING

Johnson Automatic Sealer Corp.
Package Machinery Co.
Pneumatic Scale Corp.
Stokes & Smith Co.

MACHINERY, PROCESS

William Garrigue & Co.
Houchin-Aiken Co.
J. M. Lehmann Co., Inc.
Mechanical Mfg. Co.
Proctor & Schwarz, Inc.
C. G. Sargent's Sons Corp.
Sowers Mfg. Co.
Wurster & Sanger, Inc.
(Continued on Page 132)

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